

TECNO 55250660

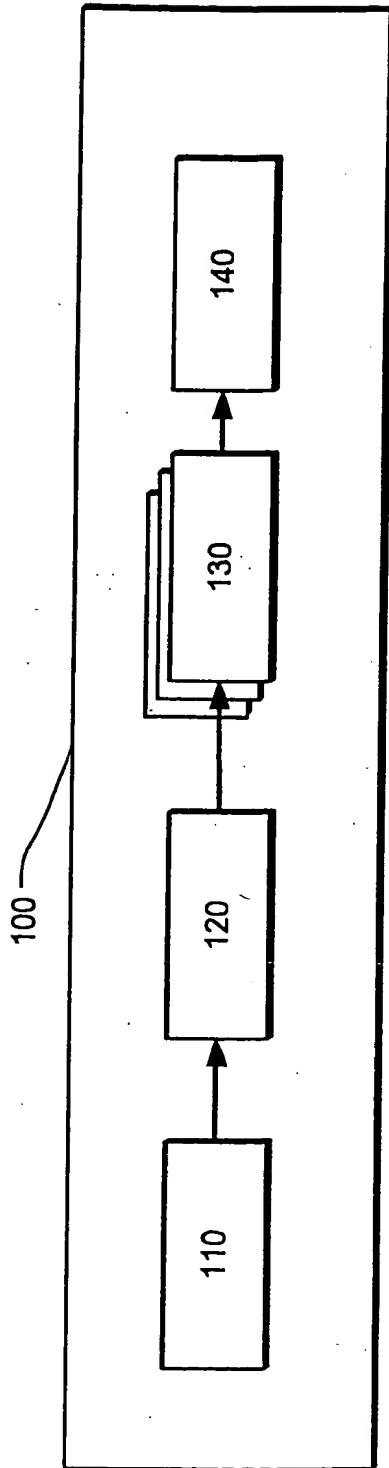


Figure 1

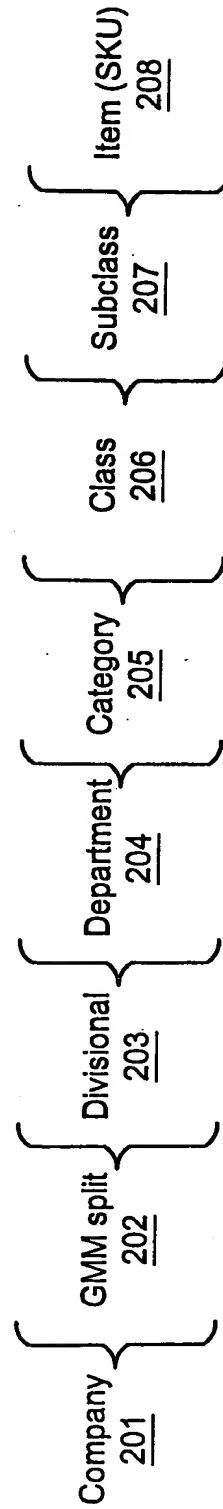


Figure 2

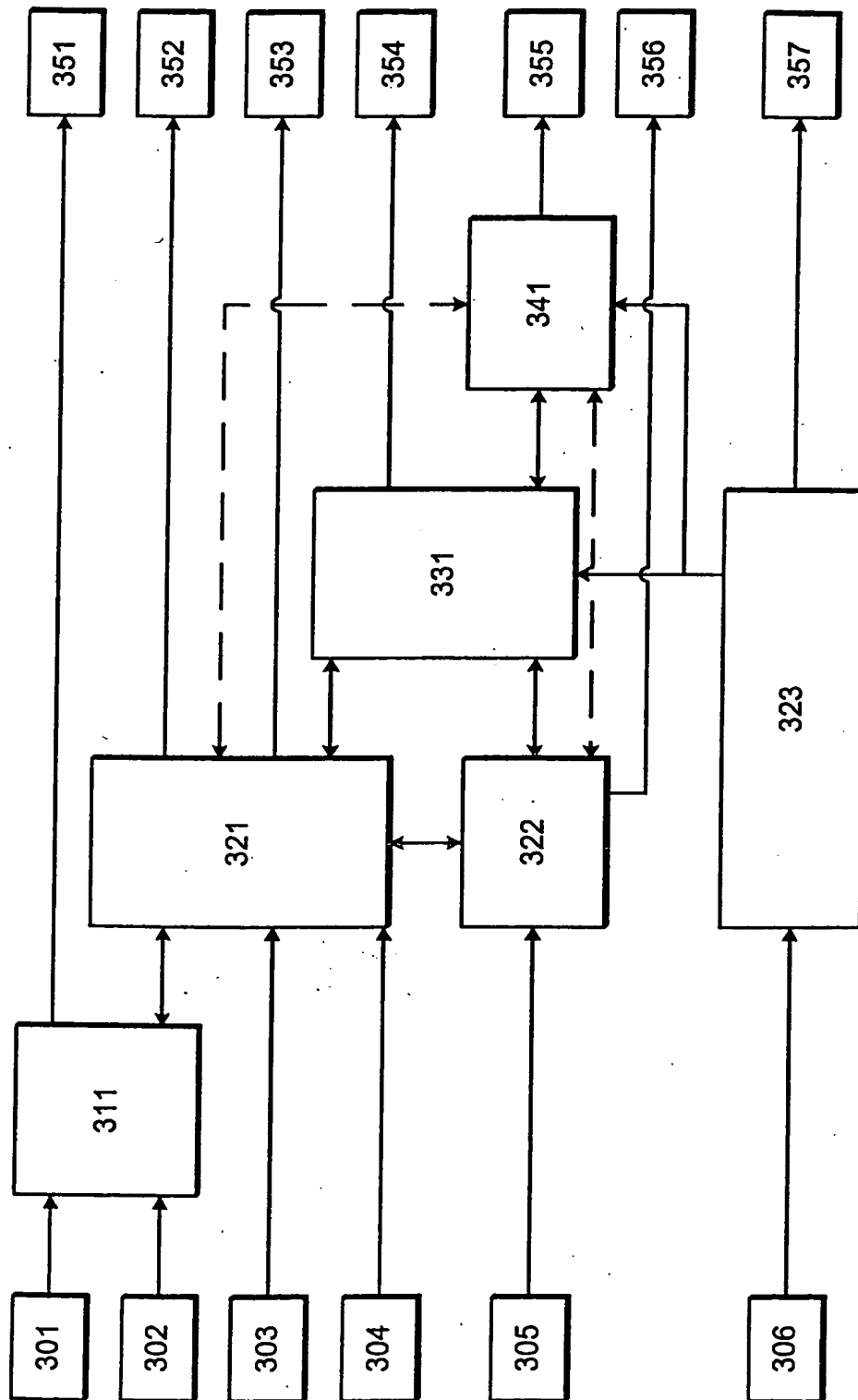


Figure 3

T020" 5250660

## Planning Daily Item Sales and Inventory Report

Activity: Dept 081

UserID: Bill C

Report date: 06/30/01

SKU Numl Description	Date	Total Store & DC Onhand/ Intransit (units)	Total Store Onhand/ Intransit (units)	DC Average Onhand (units)	DC Statistical Onhand (units)	Received Firm POs today (units)	Received Notional POs Orders (units)	All Stores Projected Daily Sales (units)	All Stores Lost Sales (units)
367980 Brand A 12 oz Normal Shampoo	08/12/01	2228	2228	0.0	-3765.0	0	0.0	92	6.3
367981 Brand A 12 oz Normal Shampoo	08/13/01	2140	2140	0.0	-3855.8	0	0.0	88	10.0
367982 Brand A 12 oz Normal Shampoo	08/14/01	2059	2059	0.0	-3939.5	0	0.0	81	16.9
367983 Brand A 12 oz Normal Shampoo	08/15/01	5528	1982	3546.0	-473.0	3546	0.0	77	20.7
367984 Brand A 12 oz Normal Shampoo	08/16/01	5452	5452	0.0	-550.7	0	0.0	76	22.4
367985 Brand A 12 oz Normal Shampoo	08/17/01	5378	5378	0.0	-626.7	0	0.0	74	24.2
367986 Brand A 12 oz Normal Shampoo	08/18/01	5306	5306	0.0	-701.0	0	0.0	72	26.1
367987 Brand A 12 oz Normal Shampoo	08/19/01	5237	5237	0.0	-773.8	0	0.0	70	28.5
367988 Brand A 12 oz Normal Shampoo	08/20/01	5168	5168	0.0	-845.7	0	0.0	69	29.5
367989 Brand A 12 oz Normal Shampoo	08/21/01	5100	5100	0.0	-916.7	0	0.0	68	30.2
367990 Brand A 12 oz Normal Shampoo	08/22/01	5034	5034	0.0	-985.7	0	0.0	66	32.1
367991 Brand A 12 oz Normal Shampoo	08/23/01	4970	4970	0.0	-1052.5	0	0.0	64	34.1
367992 Brand A 12 oz Normal Shampoo	08/24/01	4907	4907	0.0	-1117.8	0	0.0	63	35.4
367993 Brand A 12 oz Normal Shampoo	08/25/01	4847	4847	0.0	-1180.4	0	0.0	60	38.0
367994 Brand A 12 oz Normal Shampoo	08/26/01	4790	4790	0.0	-1240.2	0	0.0	58	40.5
367995 Brand A 12 oz Normal Shampoo	08/27/01	4696	4696	0.0	-1339.1	0	0.0	93	4.7
367996 Brand A 12 oz Normal Shampoo	08/28/01	8149	4603	3546.0	2108.3	3546	0.0	93	4.6
367997 Brand A 12 oz Normal Shampoo	08/29/01	8054	5549	2505.3	2008.3	0	0.0	95	3.5
367998 Brand A 12 oz Normal Shampoo	08/30/01	7960	5542	2417.7	1912.4	0	0.0	95	3.5
		402	408	410	412	416	418	420	422

Figure 4

Planning Monthly Item Performance Summary  
 Activity: Department 288  
 UserID: Tom C  
 Report date: 08/30/01

502 \ 504 \ 506 \ 508 \ 510		512 \ 514 \ 516		520 \ 518 \ 522 \ 524 \ 526 \ 528 \ 530	
Fiscal Year	Fiscal Month	SKU Description	Actual/Forecasted	Actual	Actual
2002 March	2002 March	2409845 Teal Mock T Forward Cut XXL	Actual	6,284 \$	4,898
2002 April	2002 April	2409845 Teal Mock T Forward Cut XXL	Actual	5,985 \$	5,851
2002 May	2002 May	2409845 Teal Mock T Forward Cut XXL	Actual	6,953 \$	6,033
2002 June	2002 June	2409845 Teal Mock T Forward Cut XXL	Actual	6,754 \$	4,877
2002 July	2002 July	2409845 Teal Mock T Forward Cut XXL	Forecasted	6,455 \$	4,897
2002 August	2002 August	2409845 Teal Mock T Forward Cut XXL	Forecasted	7,153 \$	6,523
2002 September	2002 September	2409845 Teal Mock T Forward Cut XXL	Forecasted	5,774 \$	5,124
2002 October	2002 October	2409845 Teal Mock T Forward Cut XXL	Forecasted	8,377 \$	6,000
2002 November	2002 November	2409845 Teal Mock T Forward Cut XXL	Forecasted	11,037 \$	5,519
2002 December	2002 December	2409845 Teal Mock T Forward Cut XXL	Forecasted	12,145 \$	10,228
2002 January	2002 January	2409845 Teal Mock T Forward Cut XXL	Forecasted	8,158 \$	4,448
2002 February	2002 February	2409845 Teal Mock T Forward Cut XXL	Forecasted	11,598 \$	7,484
2003 March	2003 March	2409845 Teal Mock T Forward Cut XXL	Forecasted	9,223 \$	6,284
2003 April	2003 April	2409845 Teal Mock T Forward Cut XXL	Forecasted	9,829 \$	5,985
2003 May	2003 May	2409845 Teal Mock T Forward Cut XXL	Forecasted	10,363 \$	6,853
2003 June	2003 June	2409845 Teal Mock T Forward Cut XXL	Forecasted	9,948 \$	6,754

Gross Margin		DCs + All Stores Inventory		Inventory Turns	
TY vs LY Actual (percent)	TY Frst/Act (percent)	TY Frst/Act (Retail \$)	TY Frst/Act (percent)	TY Frst/Act (fraction)	LY Actual (fraction)
28%	80.0%	17,848 \$	1272%	4.28	2.84
2%	79.4%	18,729 \$	1465%	3.83	2.52
15%	78.9%	24,315 \$	1047%	3.43	2.79
44%	78.2%	20,587 \$	1263%	3.94	3.05
37%	79.2%	22,489 \$	1110%	3.44	3.39
10%	75.8%	21,647 \$	1393%	3.97	3.72
13%	77.2%	20,665 \$	1368%	3.35	3.08
40%	76.0%	18,101 \$	1370%	5.55	3.36
100%	83.0%	19,499 \$	1913%	6.79	3.53
19%	83.0%	21,007 \$	1843%	6.94	4.20
83%	84.4%	17,821 \$	2495%	5.49	3.47
55%	84.4%	21,667 \$	2681%	8.42	2.99
47%	85.0%	18,878 \$	3304%	5.86	4.26
61%	84.3%	18,430 \$	3996%	6.27	3.83
49%	83.5%	18,907 \$	4181%	6.58	3.43
47%	83.5%	17,309 \$	4181%	6.90	3.94

Figure 5

## Planning Monthly Department Performance Summary

Activity: Department 268

UserID: Tom C

Report date: 06/30/01

All Stores Revenue Dollars									
502 \ 504 \ 510	Fiscal Year	Fiscal Month	Actual/Forecasted	512 \ TY	632 \ Budget	514 \ Actual	634 \ Budget	516 \ Actual	518 \ TY
				First/Act	(dollars)	(dollars)	(percent)	(percent)	First/Act
				(dollars)					(percent)
	2002 March	Actual	Actual	\$ 1,957,606	\$ 1,947,162	\$ 1,578,892	1%	24%	79.2%
	2002 April	Actual	Actual	\$ 1,575,102	\$ 1,522,683	\$ 1,828,302	3%	-14%	78.7%
	2002 May	Actual	Actual	\$ 2,242,961	\$ 2,017,254	\$ 2,010,862	11%	12%	74.5%
	2002 June	Actual	Actual	\$ 1,777,350	\$ 1,763,234	\$ 1,461,591	1%	22%	74.7%
	2002 July	Forecasted	Forecasted	\$ 1,744,605	\$ 1,817,730	\$ 1,423,254	-4%	23%	61.2%
	2002 August	Forecasted	Forecasted	\$ 2,103,932	\$ 2,196,365	\$ 1,863,789	-4%	13%	77.4%
	2002 September	Forecasted	Forecasted	\$ 1,862,498	\$ 1,524,856	\$ 1,552,858	22%	20%	77.9%
	2002 October	Forecasted	Forecasted	\$ 2,792,448	\$ 2,754,824	\$ 1,935,587	1%	44%	78.0%
	2002 November	Forecasted	Forecasted	\$ 3,153,360	\$ 3,042,855	\$ 1,839,758	4%	71%	82.1%
	2002 December	Forecasted	Forecasted	\$ 3,817,746	\$ 3,308,793	\$ 3,289,352	18%	19%	80.3%
	2002 January	Forecasted	Forecasted	\$ 2,285,454	\$ 1,945,686	\$ 1,390,039	18%	63%	81.7%
	2002 February	Forecasted	Forecasted	\$ 3,410,470	\$ 2,772,804	\$ 2,407,790	23%	42%	81.9%
	2003 March	Forecasted	Forecasted	\$ 2,492,690	\$ 2,405,081	\$ 1,957,608	4%	27%	82.6%
	2003 April	Forecasted	Forecasted	\$ 2,469,050	\$ 2,231,952	\$ 1,575,102	11%	57%	82.7%
	2003 May	Forecasted	Forecasted	\$ 3,047,941	\$ 2,882,961	\$ 2,242,961	6%	38%	82.7%
	2003 June	Forecasted	Forecasted	\$ 2,986,982	\$ 2,882,961	\$ 1,777,350	4%	68%	82.7%

All Stores Revenue Dollars									
502 \ 504 \ 510	Fiscal Year	Fiscal Month	Actual/Forecasted	512 \ TY	632 \ Budget	514 \ Actual	634 \ Budget	516 \ Actual	518 \ TY
				First/Act	(dollars)	(dollars)	(percent)	(percent)	First/Act
				(dollars)					(percent)
	2002 March	Actual	Actual	\$ 1,957,606	\$ 1,947,162	\$ 1,578,892	1%	24%	79.2%
	2002 April	Actual	Actual	\$ 1,575,102	\$ 1,522,683	\$ 1,828,302	3%	-14%	78.7%
	2002 May	Actual	Actual	\$ 2,242,961	\$ 2,017,254	\$ 2,010,862	11%	12%	74.5%
	2002 June	Actual	Actual	\$ 1,777,350	\$ 1,763,234	\$ 1,461,591	1%	22%	74.7%
	2002 July	Forecasted	Forecasted	\$ 1,744,605	\$ 1,817,730	\$ 1,423,254	-4%	23%	61.2%
	2002 August	Forecasted	Forecasted	\$ 2,103,932	\$ 2,196,365	\$ 1,863,789	-4%	13%	77.4%
	2002 September	Forecasted	Forecasted	\$ 1,862,498	\$ 1,524,856	\$ 1,552,858	22%	20%	77.9%
	2002 October	Forecasted	Forecasted	\$ 2,792,448	\$ 2,754,824	\$ 1,935,587	1%	44%	78.0%
	2002 November	Forecasted	Forecasted	\$ 3,153,360	\$ 3,042,855	\$ 1,839,758	4%	71%	82.1%
	2002 December	Forecasted	Forecasted	\$ 3,817,746	\$ 3,308,793	\$ 3,289,352	18%	19%	80.3%
	2002 January	Forecasted	Forecasted	\$ 2,285,454	\$ 1,945,686	\$ 1,390,039	18%	63%	81.7%
	2002 February	Forecasted	Forecasted	\$ 3,410,470	\$ 2,772,804	\$ 2,407,790	23%	42%	81.9%
	2003 March	Forecasted	Forecasted	\$ 2,492,690	\$ 2,405,081	\$ 1,957,608	4%	27%	82.6%
	2003 April	Forecasted	Forecasted	\$ 2,469,050	\$ 2,231,952	\$ 1,575,102	11%	57%	82.7%
	2003 May	Forecasted	Forecasted	\$ 3,047,941	\$ 2,882,961	\$ 2,242,961	6%	38%	82.7%
	2003 June	Forecasted	Forecasted	\$ 2,986,982	\$ 2,882,961	\$ 1,777,350	4%	68%	82.7%

638 / 520 / 522 / 640 / 524 / 530

Figure 6

Planning Monthly Item Performance Summary  
 Activity: Department 268  
 UserID: Tom C  
 Report date: 06/30/01

All Stores Revenue Dollars									
Fiscal Year	Fiscal Month	SKU Description	Actual/Forecasted	502 \ 504 \ 506 \ 508 \ 510		512 \ TY 632 \ TY 514		TY vs Budget	
				Actual	Forecasted	Frst/Actl (dollars)	Budget (dollars)	Actual (dollars)	TY vs Budget (percent)
2002 March	2409845	Teal Mock T Forward Cut XXL	Actual			\$ 8,284	\$ 5,841	\$ 4,898	7%
2002 April	2409845	Teal Mock T Forward Cut XXL	Actual			\$ 5,985	\$ 4,568	\$ 5,851	31%
2002 May	2409845	Teal Mock T Forward Cut XXL	Actual			\$ 6,953	\$ 6,052	\$ 6,033	15%
2002 June	2409845	Teal Mock T Forward Cut XXL	Actual			\$ 6,754	\$ 5,280	\$ 4,677	28%
2002 July	2409845	Teal Mock T Forward Cut XXL	Forecasted			\$ 6,455	\$ 5,453	\$ 4,697	18%
2002 August	2409845	Teal Mock T Forward Cut XXL	Forecasted			\$ 7,153	\$ 6,589	\$ 6,523	9%
2002 September	2409845	Teal Mock T Forward Cut XXL	Forecasted			\$ 5,774	\$ 4,575	\$ 5,124	26%
2002 October	2409845	Teal Mock T Forward Cut XXL	Forecasted			\$ 8,377	\$ 8,284	\$ 8,000	1%
2002 November	2409845	Teal Mock T Forward Cut XXL	Forecasted			\$ 11,037	\$ 9,129	\$ 5,519	21%
2002 December	2409845	Teal Mock T Forward Cut XXL	Forecasted			\$ 12,145	\$ 9,928	\$ 10,228	22%
2002 January	2409845	Teal Mock T Forward Cut XXL	Forecasted			\$ 8,156	\$ 5,837	\$ 4,448	40%
2002 February	2409845	Teal Mock T Forward Cut XXL	Forecasted			\$ 11,596	\$ 8,318	\$ 7,464	39%
2003 March	2409845	Teal Mock T Forward Cut XXL	Forecasted			\$ 9,223	\$ 7,215	\$ 6,264	28%
2003 April	2409845	Teal Mock T Forward Cut XXL	Forecasted			\$ 9,829	\$ 6,698	\$ 5,985	44%
2003 May	2409845	Teal Mock T Forward Cut XXL	Forecasted			\$ 10,363	\$ 8,649	\$ 6,953	20%
2003 June	2409845	Teal Mock T Forward Cut XXL	Forecasted			\$ 9,848	\$ 8,649	\$ 6,754	16%

Gross Margin									
TY vs LY	Actual (percent)	502 \ 504 \ 506 \ 508 \ 510		512 \ TY 632 \ TY 514		TY vs Budget		TY vs Actual	
		Frst/Actl (percent)	Budget (percent)	Actual (percent)	Frst/Actl (percent)	Budget (fraction)	Actual (fraction)	Frst/Actl (fraction)	Actual (fraction)
28%	80.0%	78.5%	78.5%	78.5%	17,848	19,422	20,882	4.26	2.84
2%	79.4%	78.0%	78.0%	81.4%	18,729	19,230	27,874	3.83	2.52
15%	76.8%	78.6%	78.6%	80.7%	24,315	19,390	25,912	3.43	2.79
44%	76.2%	78.7%	78.7%	78.0%	20,587	19,714	18,398	3.94	3.05
37%	76.2%	77.5%	77.5%	77.1%	22,489	17,934	16,612	3.44	3.39
10%	75.8%	75.2%	75.2%	79.7%	21,647	19,669	21,027	3.97	3.72
13%	77.2%	78.8%	78.8%	81.8%	20,665	16,635	19,945	3.35	3.08
40%	76.0%	79.3%	79.3%	74.8%	18,101	23,849	21,410	5.55	3.36
100%	83.0%	80.4%	80.4%	81.6%	19,499	19,990	18,750	6.79	3.53
19%	83.4%	77.1%	77.1%	69.8%	21,007	18,436	29,255	6.94	4.20
83%	84.4%	78.1%	78.1%	77.8%	17,821	17,205	15,390	5.49	3.47
55%	85.0%	79.1%	79.1%	80.0%	21,667	15,517	29,922	6.42	2.89
47%	84.3%	78.9%	78.9%	80.0%	18,878	17,247	17,648	6.86	4.26
61%	84.3%	78.9%	78.9%	79.4%	18,430	14,743	18,729	6.27	3.83
49%	83.5%	78.1%	78.1%	76.9%	18,907	15,725	24,315	6.58	3.43
47%	83.5%	78.1%	78.1%	78.2%	17,309	15,725	20,587	6.90	3.94

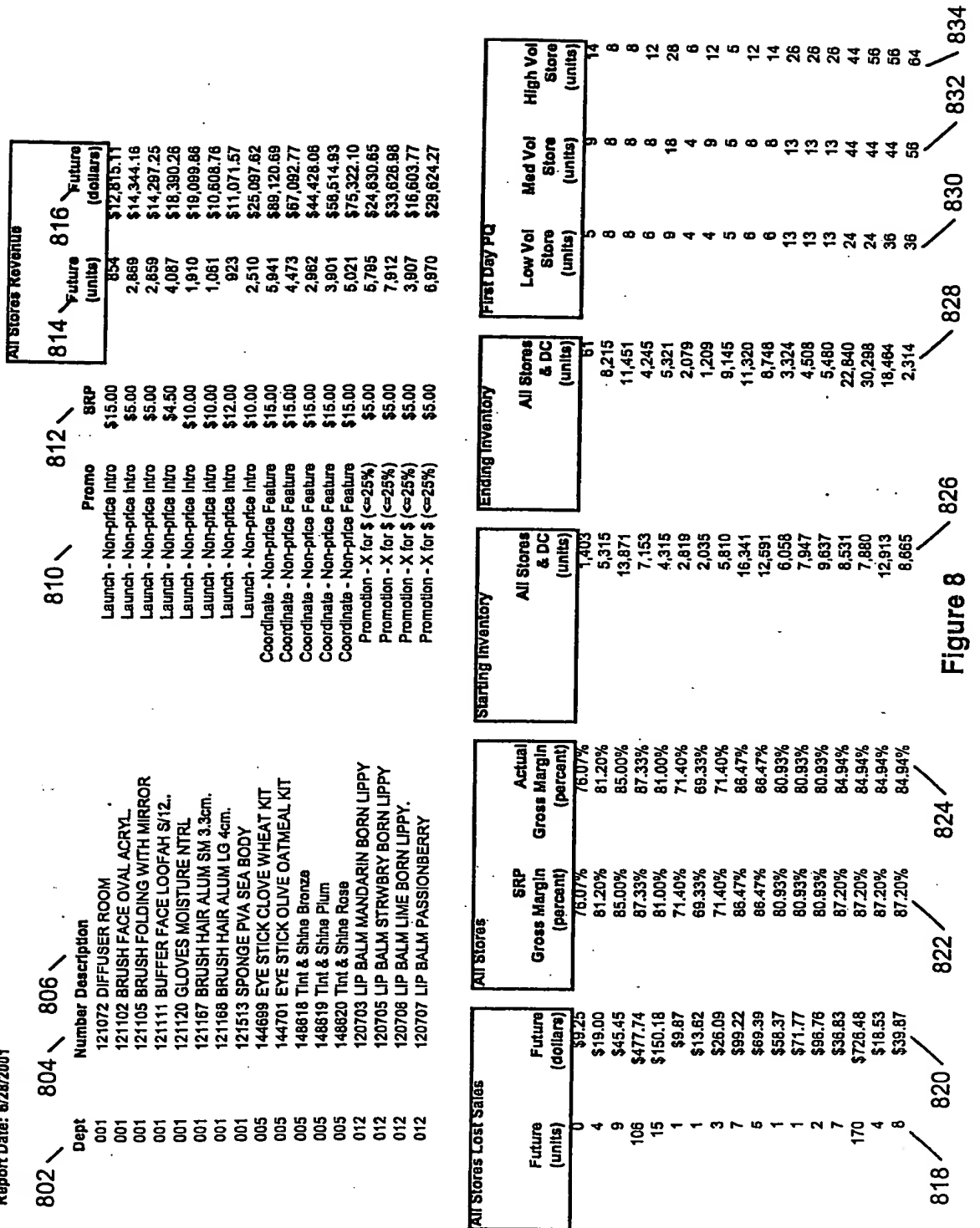
  

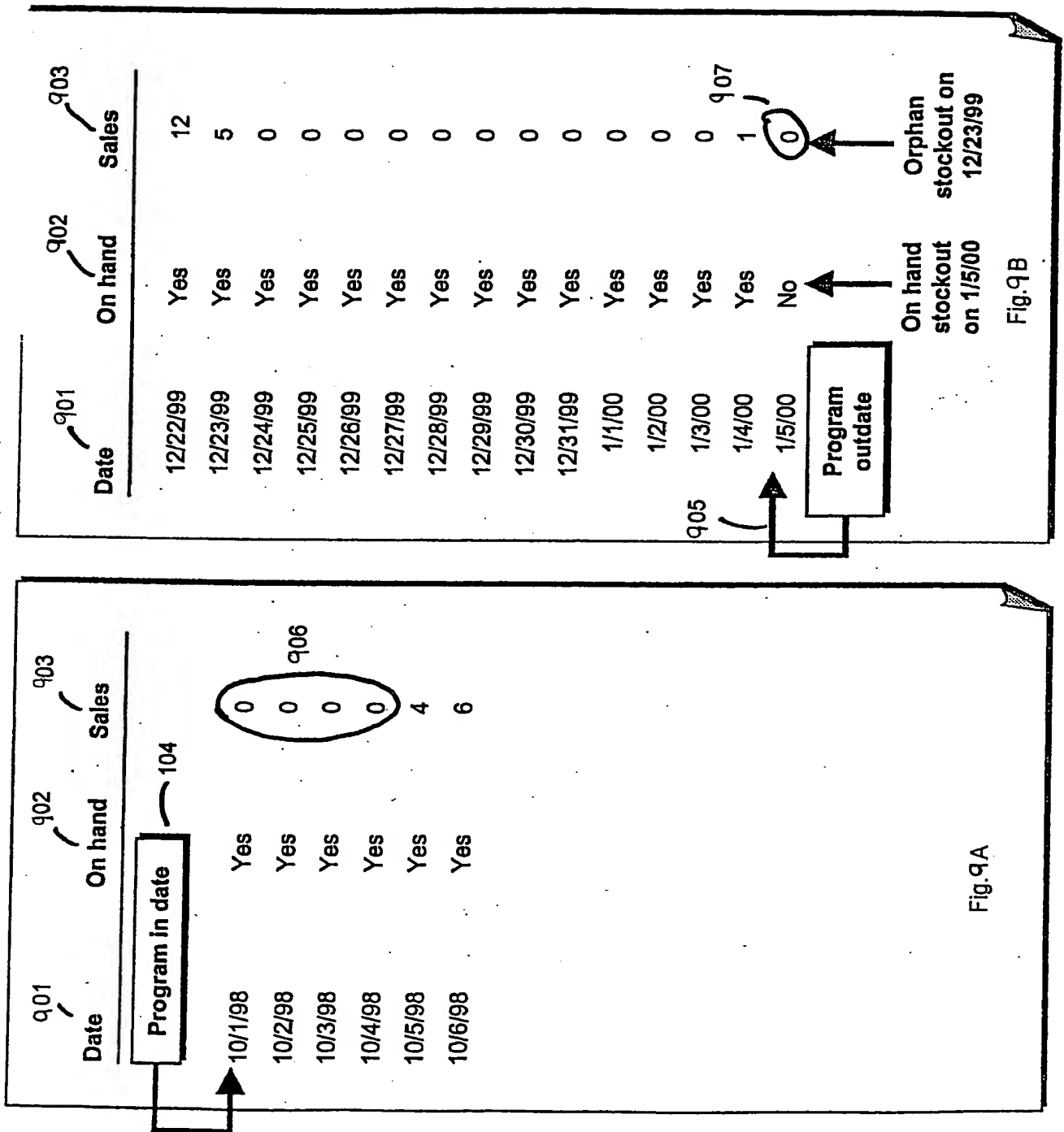
Inventory Turns									
TY vs LY	Actual (fraction)	502 \ 504 \ 506 \ 508 \ 510		512 \ TY 632 \ TY 514		TY vs Budget		TY vs Actual	
		Frst/Actl (fraction)	Budget (fraction)	Actual (fraction)	Frst/Actl (fraction)	Budget (fraction)	Actual (fraction)	Frst/Actl (fraction)	Actual (fraction)
2.84	4.26	3.81	3.81	2.84	4.26	3.81	2.84	4.26	2.84
2.52	3.83	2.85	2.85	2.52	3.83	2.85	2.52	3.83	2.52
2.79	3.43	3.75	3.75	2.79	3.43	3.75	2.79	3.43	2.79
3.05	3.94	3.22	3.22	3.05	3.94	3.22	3.05	3.94	3.05
3.39	3.65	4.02	4.02	3.39	3.65	4.02	3.39	3.65	3.39
3.72	4.02	3.30	3.30	3.72	4.02	3.30	3.72	4.02	3.72
3.08	3.30	4.16	4.16	3.08	3.30	4.16	3.08	3.30	3.08
3.36	4.16	5.48	5.48	3.36	4.16	5.48	3.36	4.16	3.36
4.20	6.46	4.07	4.07	4.20	6.46	4.07	4.20	6.46	4.20
3.47	5.49	6.42	6.42	3.47	5.49	6.42	3.47	5.49	3.47
2.89	6.86	5.02	5.02	2.89	6.86	5.02	2.89	6.86	2.89
4.26	6.27	5.45	5.45	4.26	6.27	5.45	4.26	6.27	4.26
3.83	6.58	8.60	8.60	3.83	6.58	8.60	3.83	6.58	3.83
3.43	6.90	6.60	6.60	3.43	6.90	6.60	3.43	6.90	3.43

516 \ 518 \ 638 \ 520 \ 522 \ 640 \ 524 \ 526 \ 528 \ 642 \ 530

Figure 7

Future Promotional Planning Report  
 Event: Diffuser  
 Begin Date: 8/20/2001  
 End Date: 8/16/2001  
 UserID: Tom B  
 Report Date: 8/28/2001





Actual sales

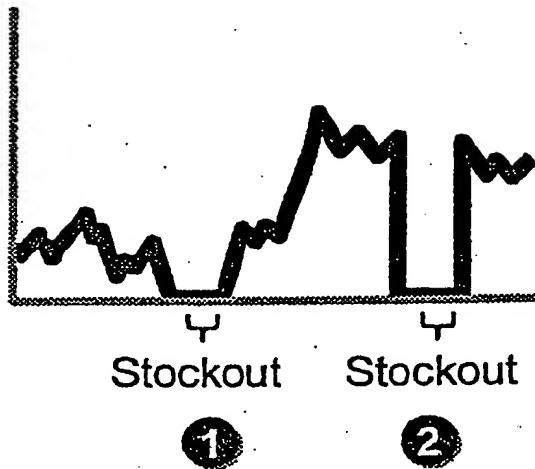


Fig.10 A

Average sales

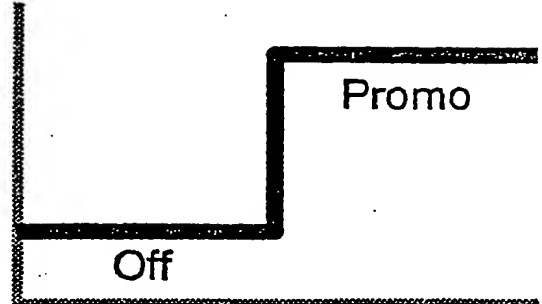


Fig. 10 B

Profile fill  
Sales profile

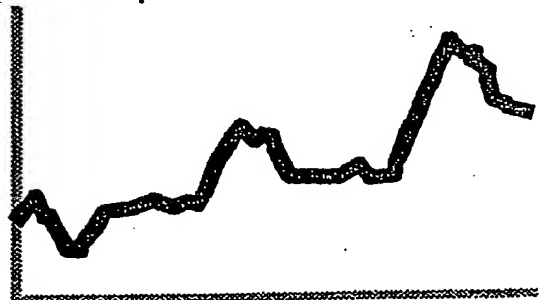


Fig.10 C

090525-01301  
T06T20 55250660

T00T20"5250660

Items		Totals			
Locations	105421	105422	105423	105424	...
001	235	1021	427	2050	
002	295	1421	681	3561	
003	405	2435	828 <sup>1101</sup>	4829	
.	186	876	-	1628	
.	508	3250	975	5243	
891	325	2072	501	4222	

1102

Fig.11

T0ET20" 55250660

Sheet: Product: 1201 1202 1203

Location	Location Name	Unit Factor
0001	BROADWAY 1	0.00681709
0002	PARAMUS	0.00649245
0003	TYSON'S CORNER	0.00827788
0004	MONTGOMERY MALL	0.00486934
0005	LEXINGTON	0.00584321
0006	NEW MADISON AVENUE	0.00486934
0007	BROADWAY 2	0.00714170
0008	ROCKAWAY	0.00470703
0009	GEORGETOWN	0.00324623
0010	EMERALD SQUARE	0.00389547
0011	WOODBIDGE	0.00600552
0012	MALL OF NEW HAMPSHIRE	0.00097387
0013	FASHION CENTER	0.00811557
0014	MANHATTAN MALL	0.01119948
0016	STATEN ISLAND	0.00714170
0017	LAKESIDE MALL	0.00292160
0018	PHEASANT LANE	0.00405778
0019	WILLOWBROOK, NJ	0.00876481
0020	SOUTH STREET	0.00275929
0021	FAIRLANE TOWN CENTER	0.00373316
0022	TWELVE OAKS	0.00535627

Shale Name:

Product:

Cancel

Fig. 12

T06F40" 55250660

Shares: Profiles: 1301 1302

Date	Unit Fraction
1/31/98	0.00143485
2/1/99	0.00143485
2/2/99	0.00143485
2/3/99	0.00143485
2/4/99	0.00143485
2/5/99	0.00143485
2/6/99	0.00143485
2/7/99	0.00143485
2/8/99	0.00143485
2/9/99	0.00143485
2/10/99	0.00143485
2/11/99	0.00143485
2/12/99	0.00143485
2/13/99	0.00143485
2/14/99	0.00143485
2/15/99	0.00143485
2/16/99	0.00143485
2/17/99	0.00143485
2/18/99	0.00143485
2/19/99	0.00143485
2/20/99	0.00143485
2/21/99	0.00143485

Product: Product Location: Control:

Profile Name: BETH TEST HOME

Fig.13

TOP SECRET

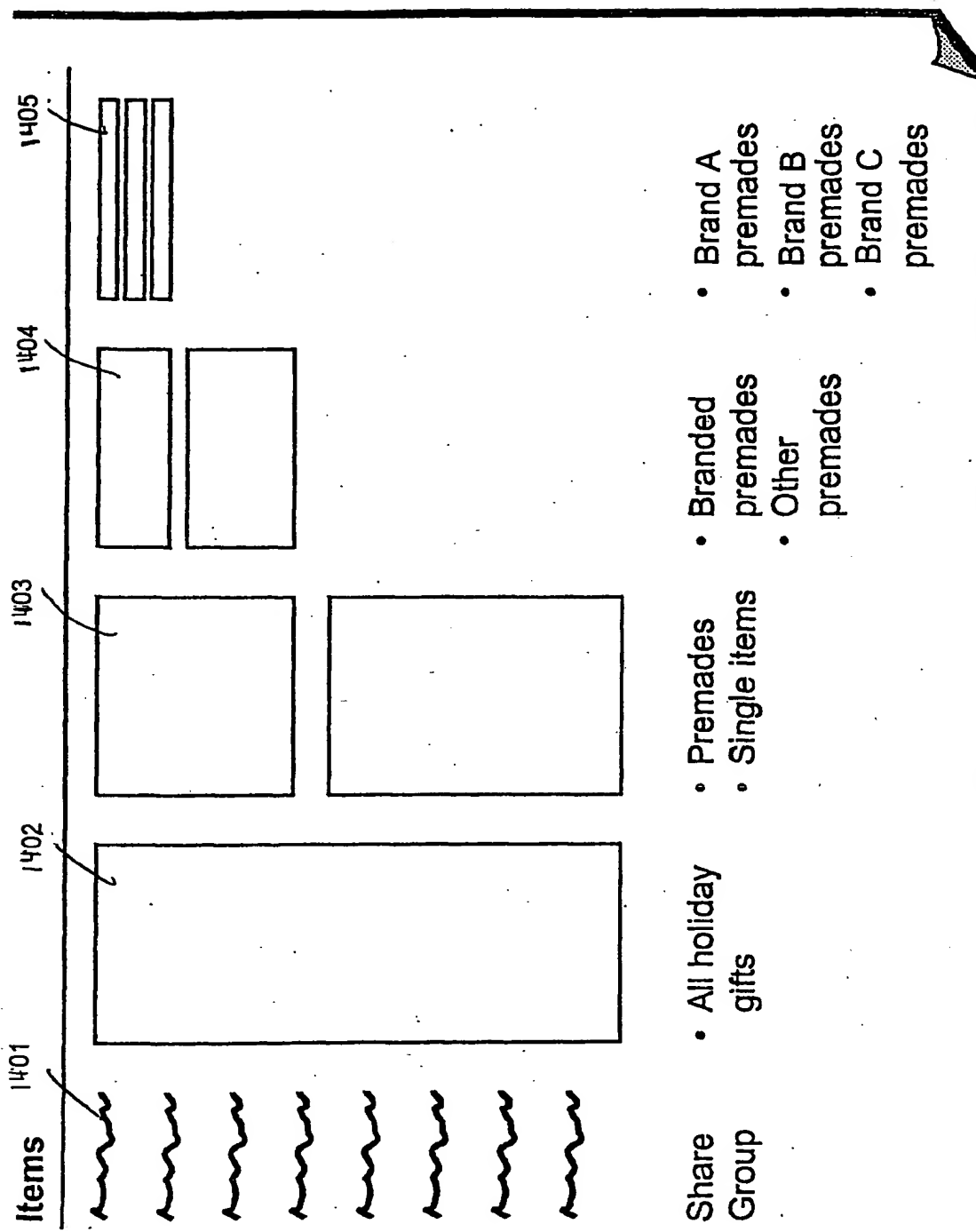


Fig. 14

Prod Dates

Share Groups

InSeason

Coverage Index

InSeason Period	InSeason Fraction
1	0.1000
2	0.1500
3	0.2500
4	0.3500
5	0.6000
6	
7	
8	
9	
10	
11	
12	
13	
14	
15	
16	
17	
18	
19	
20	

Add

Delete

OK

Apply

Product

Product Location

Cancel

InSeason Name:

InSeason:

Fig.15

FOET 40" 55250660

A		B										C									
FASHION MODEL STOCK REPORT - ONE		ITEM ALL LOCATIONS																			
12018		NATURAL FACE ENHANCER																			
STS	Local-Id	STS	Location Description	In-Date	Out-Date	Activity	Cycle	Profile	PG	Plan	Share	Group	Share	Intervene	Model	Share	Share	Share	Share	Share	Share
Number	STS	Location Description	In-Date	Out-Date	Activity	Cycle	Profile	PG	Plan	Share	Group	Share	Intervene	Model	Share	Share	Share	Share	Share	Share	Share
1	1	1 BROADWAY 1	3/4/00	9/30/00	9/30/00	Space	Jun			0	0.007915	0.008251	0.007915	0.007915	94.97426						0
2	2	2 PARAMUS	3/4/00	9/30/00	9/30/00	Space	Jun			0	0.001979	0.003525	0.001979	0.001979	23.74357						0
3	3	3 TYSON'S CORNER	3/4/00	9/30/00	9/30/00	Space	Jun			0	0.004296	0.006178	0.004296	0.004296	51.55747						0
4	4	4 MONTGOMERY MALL	3/4/00	9/30/00	9/30/00	Space	Jun			0	0.002996	0.002985	0.002996	0.002996	35.95455						0
5	5	5 LEXINGTON	3/4/00	9/30/00	9/30/00	Space	Jun			0	0.005597	0.006214	0.005597	0.005597	67.16036						0
6	6	6 NEW MADISON AVENUE	3/4/00	9/30/00	9/30/00	Space	Jun			0	0.006727	0.006717	0.006727	0.006727	80.72814						0
7	7	7 BROADWAY 2	3/4/00	9/30/00	9/30/00	Space	Jun			0	0.007293	0.006687	0.007293	0.007293	87.51201						0
8	8	8 ROCKAWAY	3/4/00	9/30/00	9/30/00	Space	Jun			0	0.00277	0.003761	0.00277	0.00277	33.241						0
9	9	9 GEORGETOWN	3/4/00	9/30/00	9/30/00	Space	Jun			0	0.004636	0.003871	0.004636	0.004636	55.62779						0
10	10	10 EMERALD SQUARE	3/4/00	9/30/00	9/30/00	Space	Jun			0	0.0026	0.002852	0.0026	0.0026	31.20583						0
11	11	11 WOODBRIDGE	3/4/00	9/30/00	9/30/00	Space	Jun			0	0.003957	0.005198	0.003957	0.003957	47.48714						0
12	12	12 MALL OF NEW HAMPSHIRE	3/4/00	9/30/00	9/30/00	Space	Jun			0	0.003618	0.002337	0.003618	0.003618	43.41681						0
13	13	13 FASHION CENTER	3/4/00	9/30/00	9/30/00	Space	Jun			0	0.004014	0.008667	0.004014	0.004014	48.16553						0
14	14	14 MANHATTAN MALL	3/4/00	9/30/00	9/30/00	Space	Jun			0	0.008932	0.011559	0.008932	0.008932	107.1853						0
15	15	15 STATEN ISLAND	3/4/00	9/30/00	9/30/00	Space	Jun			0	0.004523	0.003954	0.004523	0.004523	54.27102						0
16	16	16 LAKESIDE MALL	3/4/00	9/30/00	9/30/00	Space	Jun			0	0.002205	0.003923	0.002205	0.002205	26.45712						0
17	17	17 PHEASANT LANE	3/4/00	9/30/00	9/30/00	Space	Jun			0	0.002544	0.002619	0.002544	0.002544	30.52745						0
18	18	18 WILLOWBROOK, NJ	3/4/00	9/30/00	9/30/00	Space	Jun			0	0.004127	0.006049	0.004127	0.004127	49.5223						0
19	19	19 SOUTH STREET	3/4/00	9/30/00	9/30/00	Space	Jun			0	0.004466	0.004645	0.004466	0.004466	53.59263						0
20	20	20 FAIRLANE TOWN CENTER	3/4/00	9/30/00	9/30/00	Space	Jun			0	0.00147	0.002879	0.00147	0.00147	17.63808						0
21	21	21 TWELVE OAKS	3/4/00	9/30/00	9/30/00	Space	Jun			0	0.00277	0.004052	0.00277	0.00277	33.241						0
22	22	22 BURLINGTON MALL	3/4/00	9/30/00	9/30/00	Space	Jun			0	0.006614	0.007451	0.006614	0.006614	79.37136						0
23	23	23 WHITE MARSH	3/4/00	9/30/00	9/30/00	Space	Jun			0	0.002148	0.002741	0.002148	0.002148	26.77873						0
24	24	24																			

Fig. 16

**Fig. 17**

**Fig. 17**

Markdown Setup - Change Activity

File

Activity:  Date:  Level:  Store:

Products and Locations | Markdown Dates |

Locations for selected Activity:

TBS TBS

Products for selected Activity:

PLU9511

Remove from Activity

Show Tree

View Locations

Show Tree

View Products

Remove from Activity

Remove from Activity

Apply

Cancel

OK

Help

Fig. 19

**Maildown Setup - Change Activity**

File

Activity:  Date:  Level:  State:

Products and Locations:

Maildown Dates:

<input type="text" value="2/9/00"/>	<input type="text" value="2/10/00"/>	<input type="text" value="2/11/00"/>	<input type="text" value="2/12/00"/>	<input type="text" value="2/13/00"/>	<input type="text" value=""/>	<input type="text" value=""/>	<input type="text" value=""/>	<input type="text" value=""/>	<input type="text" value=""/>
-------------------------------------	--------------------------------------	--------------------------------------	--------------------------------------	--------------------------------------	-------------------------------	-------------------------------	-------------------------------	-------------------------------	-------------------------------

Buttons: Add, Edit, Delete, Insert, Print, OK, Cancel, Empty, Help

Fig. 19

File Markdown Event Discount List

Products and Discounts | Discounts by Product

All Products Search 9511

ID	Name	Markdown Event Discount	Unit Price
7992	FRAGRANCE COLOUR STICK MOCHA		
7993	EYESHINE GOLD LEAF		
7994	EYESHINE GOLDEN MOSS		
7995	EYESHINE NIGHT SHINE		
7996	SHADOW LUSTER CRAYON MIDNIGHT		
7997	SHADOW LUSTER CRAYON OLD GOLD		
7998	SHADOW LUSTER CRAYON AZURE		
8487	CELLULOSE SPONGE		
8699	WHISTLE STOP THE VIOLENCE		
8738	EYE GEL UNFRAGRANCED		
8987	METAL CYLINDER AROMA JAR		
8996	SPRING 99 HEMP COSMETIC BAG		
8997	SPRING 99 HEMP WASH BAG		
9324	CORE UP AMETHYST		
9377	EYE DEFINER NAVY		
9391	N/A		
9511	WASHER FOOT STARTER STOCKIN		
9517	WASHER FOOT STARTER STABILIZER		

View Product Tree

Description	Discount	Unit Price
Markdown Test	0.25	2
Markdown Test	0.3	2.5
Markdown Test	0.5	3.5
Run	0.25	7
Run	5	4

Add Delete List by Product List by Markdown List by Product and Markdown Cancel

Fig. 20

FIG. 21

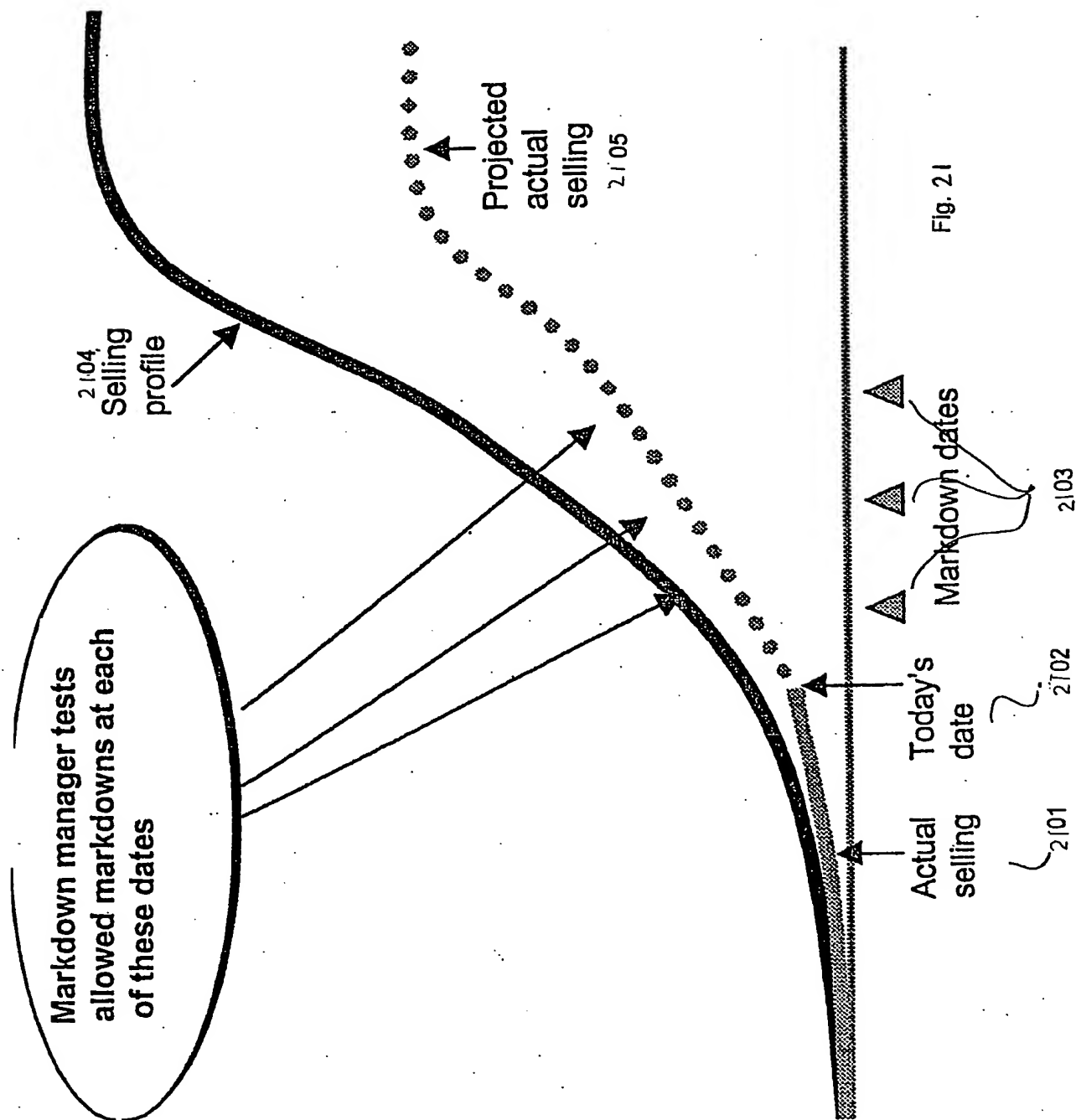
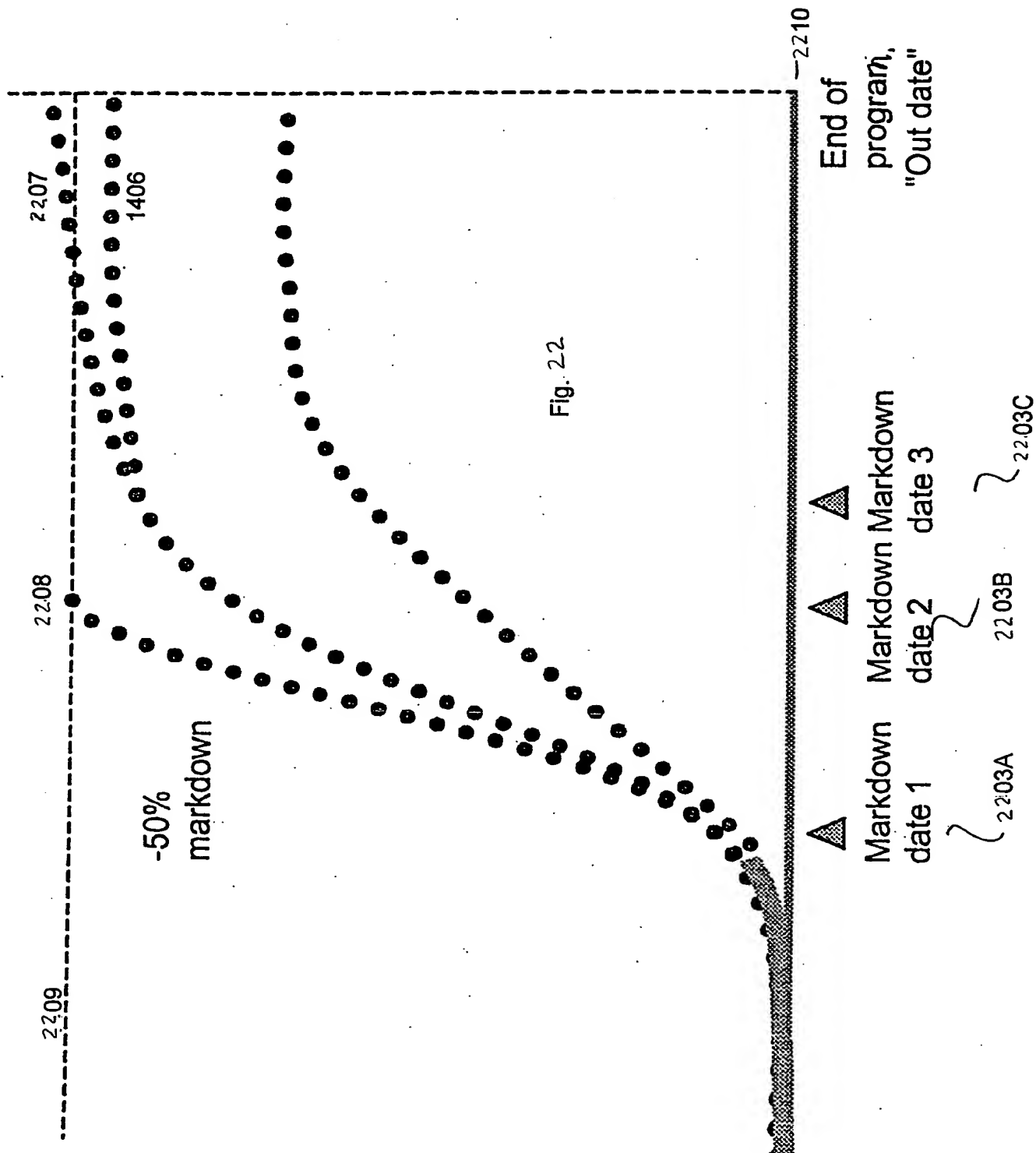


Fig. 21

FOET20 99250650



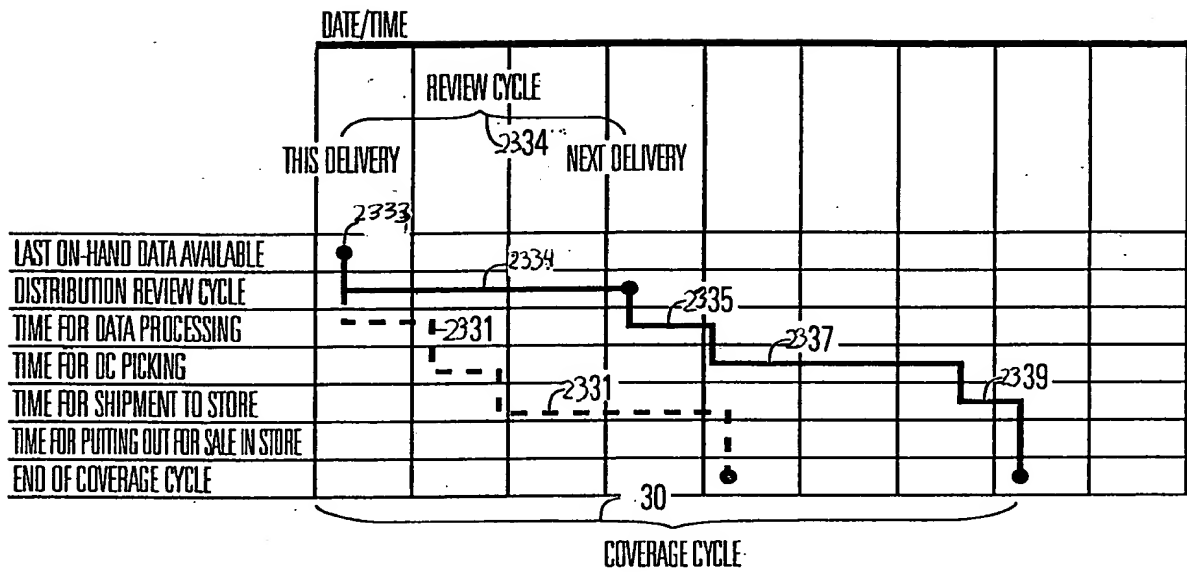


FIG. 23

000055 07130

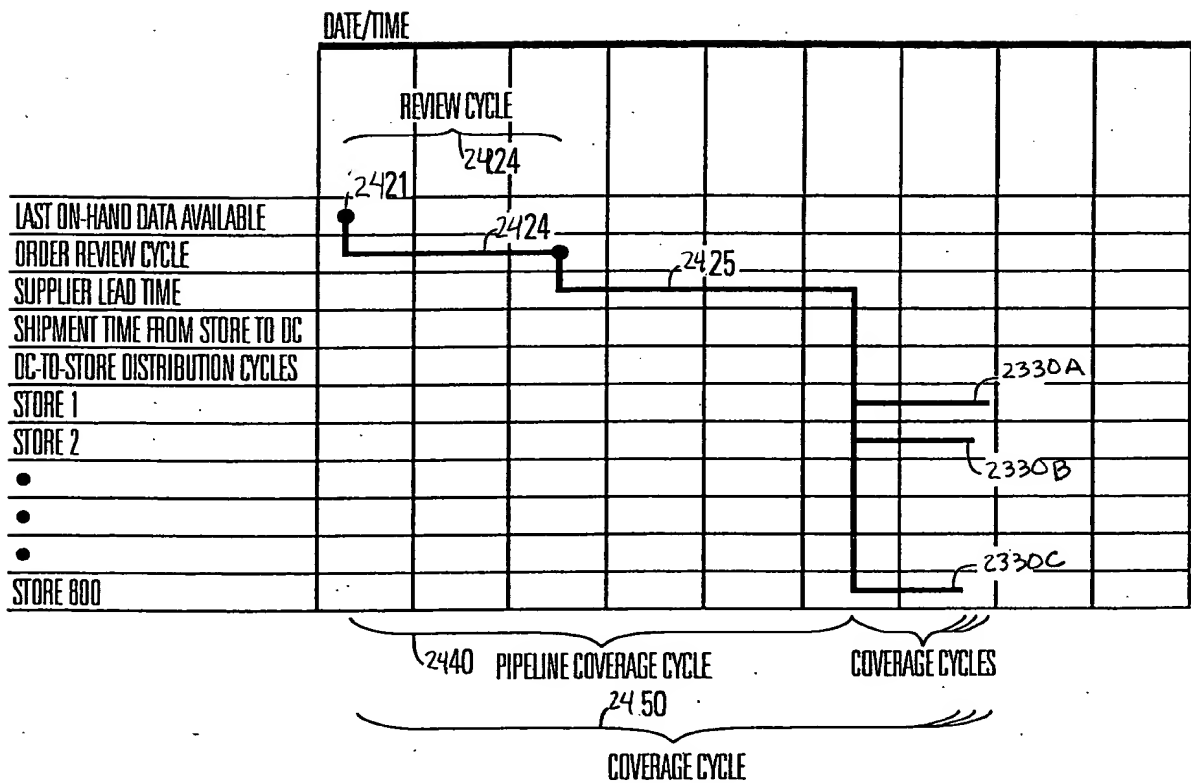


FIG. 24

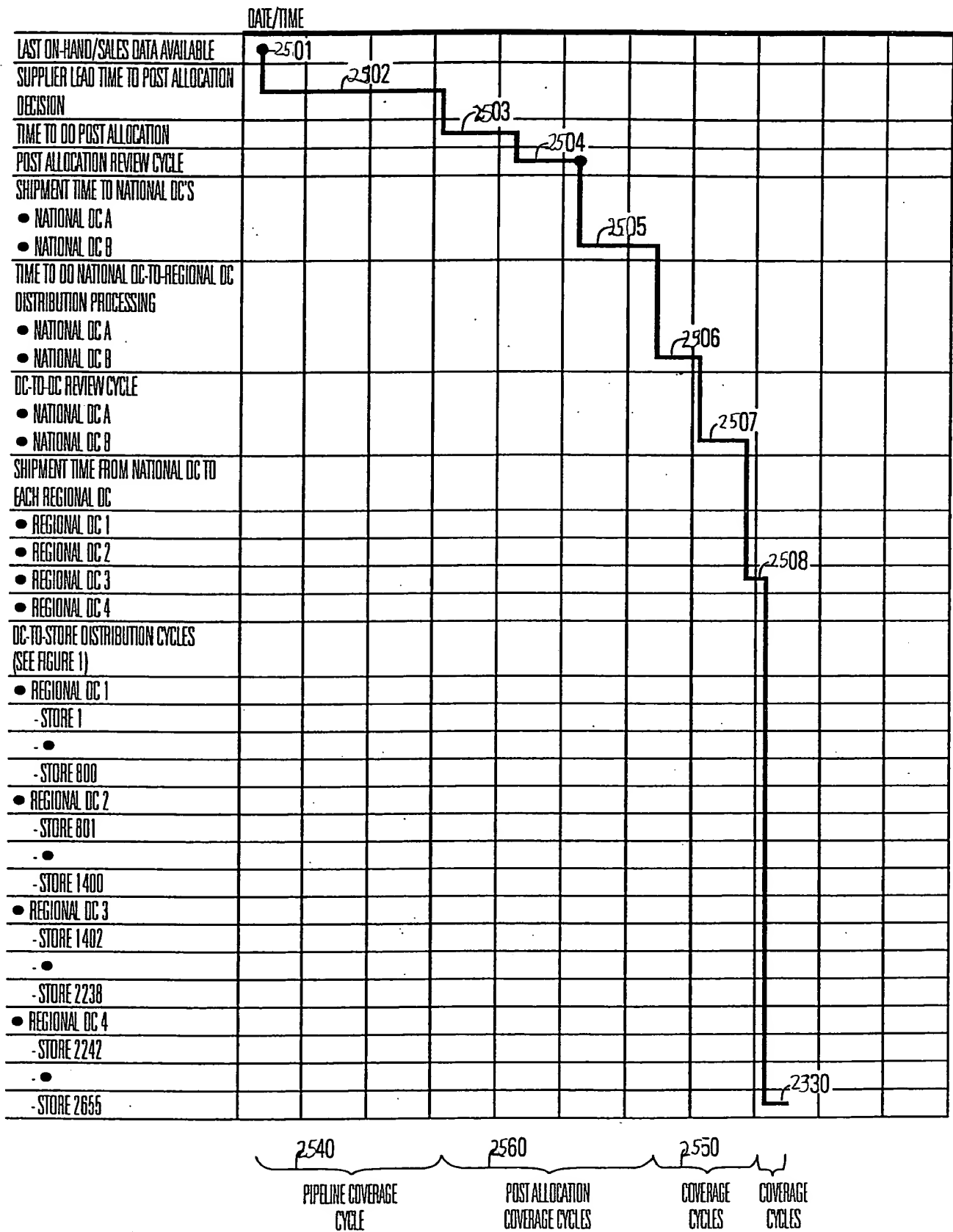
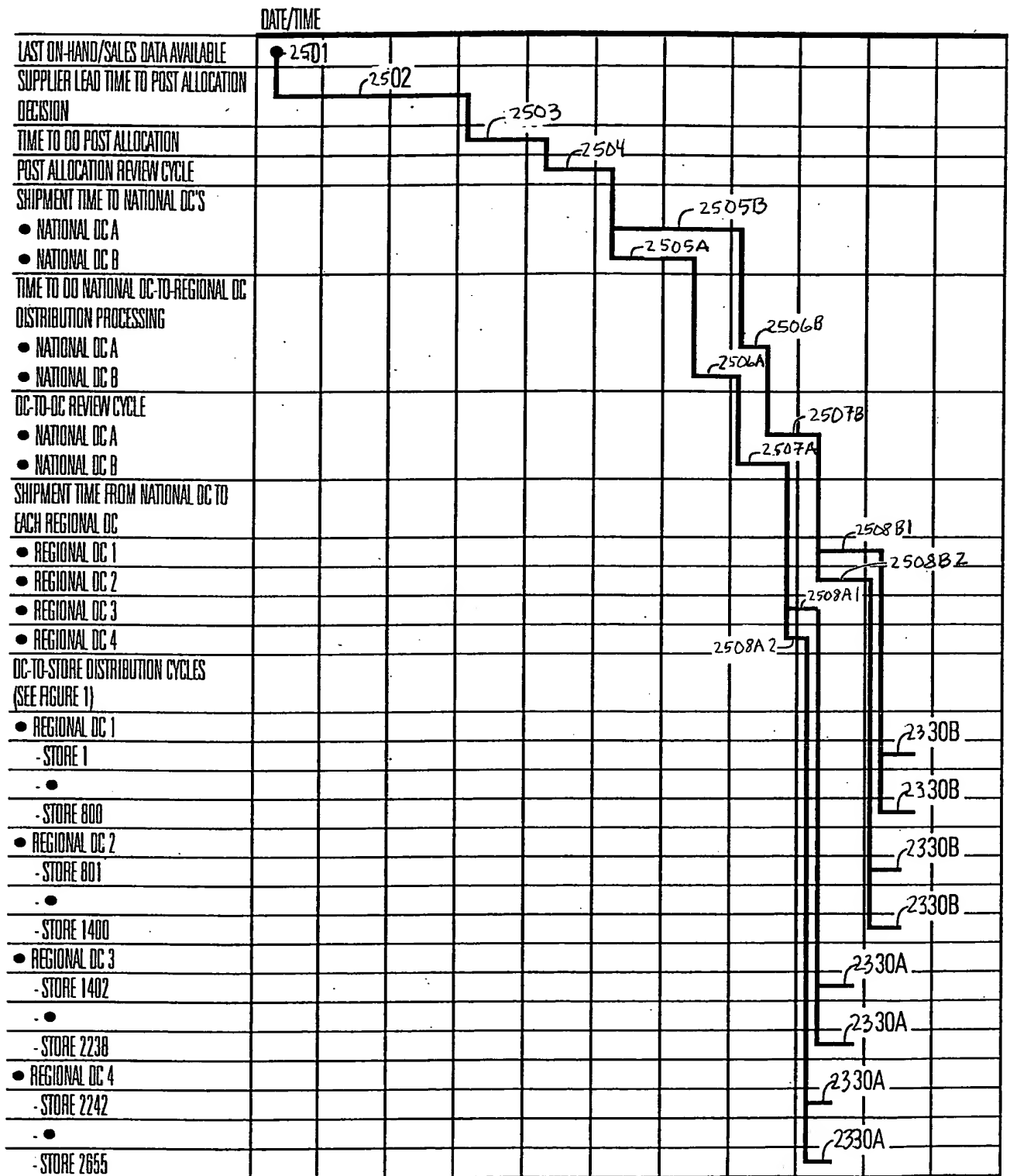


FIG. 25

FIG. 26



PIPELINE  
COVERAGE  
CYCLE

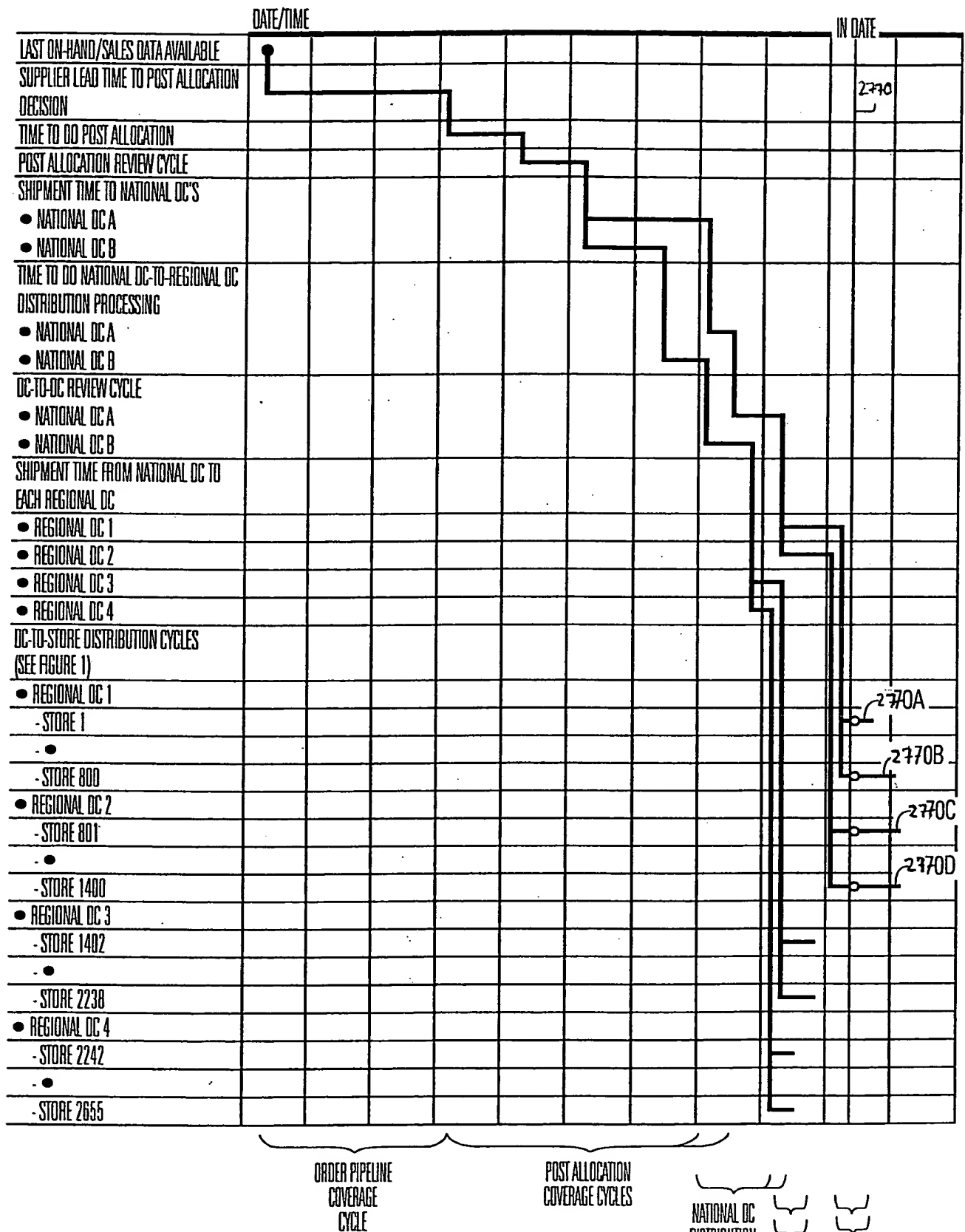
POST ALLOCATION  
COVERAGE CYCLES

NATIONAL  
DISTRIBUTION  
COVERAGE  
CYCLES

DC-TO-STORE  
COVERAGE CYCLES

FIG. 26

1007-1 26 of 49


**FIG. 27**

**Bluefire Menu - [Product Location In/Out]**

File Basic Fashion Markdown Presentation Promo Planning System Data Reports Window

**All Products**

Search:

ID	Name
<input type="checkbox"/> 2	MASK FACE PASSION FLMR 3.5oz
<input type="checkbox"/> 8	COND ICE BLUE 8.4oz
<input type="checkbox"/> 9	COND ICE BLUE 16.9oz
<input type="checkbox"/> 10	HAIR SPRAY DETANGLING (*H*)
<input type="checkbox"/> 14	HAIR BALM STRAIGHTEN
<input type="checkbox"/> 16	HAIR CRM NO FRIZZ STYLING 3.4
<input type="checkbox"/> 17	HAIR FRSNR FRESHEN UP 3.4oz (*H)
<input type="checkbox"/> 18	HAIR WAX GLOSS OVER GLOSSING
<input type="checkbox"/> 19	ORCHID & CALENDULA FRESHNR 4.2
<input type="checkbox"/> 20	HAIR SERUM SMOOTH OVER 1.7(*H*)
<input type="checkbox"/> 21	HAIR GEL HOLD TIGHT 3.4oz

**All Locations**

Search:

ID	Name
<input type="checkbox"/> 0001	BROADWAY
<input type="checkbox"/> 0002	PARAMUS
<input type="checkbox"/> 0003	TYSON'S CORNER
<input type="checkbox"/> 0004	MONTGOMERY MALL
<input type="checkbox"/> 0005	LEXINGTON
<input type="checkbox"/> 0006	NEW MADISON AVENUE
<input type="checkbox"/> 0007	BROADWAY 2
<input type="checkbox"/> 0008	ROCKAWAY
<input type="checkbox"/> 0009	GEORGETOWN
<input type="checkbox"/> 0010	EMERALD SQUARE
<input type="checkbox"/> 0011	WOODBIDGE
<input type="checkbox"/> 0012	MALL OF NEW HAMPSHIRE

☒ In Date

☒ Out Date

☒ Last PO Receive Date

Level:

SC111B

FIG. 28

Bluefire Menu - [Product Location In/Out]

File Basic Fashion Markdown Presentation Promo Planning System Data Reports Window

All Products Search:

ID	Name
<input checked="" type="checkbox"/> 2	MASK FACE PASSION FLWR 3.5oz
<input type="checkbox"/> 8	COND ICE BLUE 8.4oz
<input type="checkbox"/> 9	COND ICE BLUE 16.9oz
<input type="checkbox"/> 10	HAIR SPRAY DETANGLING ("H")
<input type="checkbox"/> 14	HAIR BALM STRAIGHTEN
<input type="checkbox"/> 16	HAIR CRM NO FRIZZ STYLING 3.4
<input type="checkbox"/> 17	HAIR FRSNR FRESHEN UP 3.4oz ("H")
<input type="checkbox"/> 18	HAIR WAX GLOSS OVER GLOSSING
<input type="checkbox"/> 19	ORCHID & CALENDULA FRESHNR 4.2
<input type="checkbox"/> 20	HAIR SERUM SMOOTH OVER 1.7 ("H")
<input type="checkbox"/> 21	HAIR GEL HOLD TIGHT 3.4oz

View Product Tree

All Locations Search:

ID	Name
<input type="checkbox"/> 0001	BROADWAY 1
<input type="checkbox"/> 0002	PARAMUS
<input type="checkbox"/> 0003	TYSON'S CORNER
<input type="checkbox"/> 0004	MONTGOMERY MALL
<input type="checkbox"/> 0005	LEXINGTON
<input type="checkbox"/> 0006	NEW MADISON AVENUE
<input type="checkbox"/> 0007	BROADWAY 2
<input type="checkbox"/> 0008	ROCKAWAY
<input type="checkbox"/> 0009	GEORGETOWN
<input type="checkbox"/> 0010	EMERALD SQUARE
<input type="checkbox"/> 0011	WOODBIDGE

View Location Tree

☐ By Location: ☐ By Product and Location:

Level:  Activity Type:

Coverage Cycle:  Review Cycle:

Lead Time:  Data Lag:

Save  
List  
Close

SC35

FIG. 29

**FORECAST STOCKOUT CORRECTION EXAMPLE - SINGLE STORE**

COVERAGE CYCLE	=	17 DAYS																		
COVERAGE CYCLE FORECAST SALES	=	25 UNITS (PRE STOCKOUT CORRECTION)																		
STORE STARTING ON HAND	=	5 UNITS																		
STORE STARTING INTRANSIT	=	0 UNITS																		
	DAY																			
	0	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17		TOTAL
ON HAND (END OF DAY)	5	4	3	2	1	0	0	0	0	0	0	0	++	++	++	++	++	++		
INTRANSIT (END OF DAY)	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0		
DISTRIBUTION ARRIVAL (BEGINNING OF DAY)												XX								
FORECAST SALES (100% INSTOCK)		1	1	1	1	1	1	2	2	2	2	3	3	1	1	1	1	1		25
FORECAST SALES (STOCKOUT CORRECTED)		1	1	1	1	1	0	0	0	0	0	3	3	1	1	1	1	1		16

**FIG. 30**

FORECAST STOCKOUT CORRECTION EXAMPLE - SINGLE STORE WITH BACKORDER CONVERSION																				
COVERAGE CYCLE	=	17 DAYS																		
COVERAGE CYCLE FORECAST SALES	=	25 UNITS (PRE STOCKOUT CORRECTION)																		
STORE STARTING ON HAND	=	5 UNITS																		
STORE STARTING INTRANSIT	=	0 UNITS																		
STOCKOUT TO BACKORDER CONVERSION	=	33 PERCENT																		
	DAY																			
	0	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17		TOTAL
ON HAND (END OF DAY)	5.0	4.0	3.0	2.0	1.0	0.0	0.0	0.0	0.0	0.0	0.0	++	++	++	++	++	++	++		
INTRANSIT (END OF DAY)	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0		
DISTRIBUTION ARRIVAL (BEGINNING OF DAY)												XX								
FORECAST SALES (100% INSTOCK)		1.0	1.0	1.0	1.0	1.0	1.0	2.0	2.0	2.0	2.0	3.0	3.0	1.0	1.0	1.0	1.0	1.0		25.0
FORECAST SALES (STOCKOUT CORRECTED)		1.0	1.0	1.0	1.0	1.0	0.0	0.0	0.0	0.0	0.0	3.0	3.0	1.0	1.0	1.0	1.0	1.0		16.0
FORECAST SALES (WITH BACKORDER CONVERSION)		1.0	1.0	1.0	1.0	1.0	0.3	0.7	0.7	0.7	0.7	3.0	3.0	1.0	1.0	1.0	1.0	1.0		19.0
FORECAST SALES (WITH BACKORDER CONVERSION AND BACKORDER DELIVERY LOG)		1.0	1.0	1.0	1.0	1.0	0.0	0.0	0.0	0.0	0.0	6.0	3.0	1.0	1.0	1.0	1.0	1.0		19.0

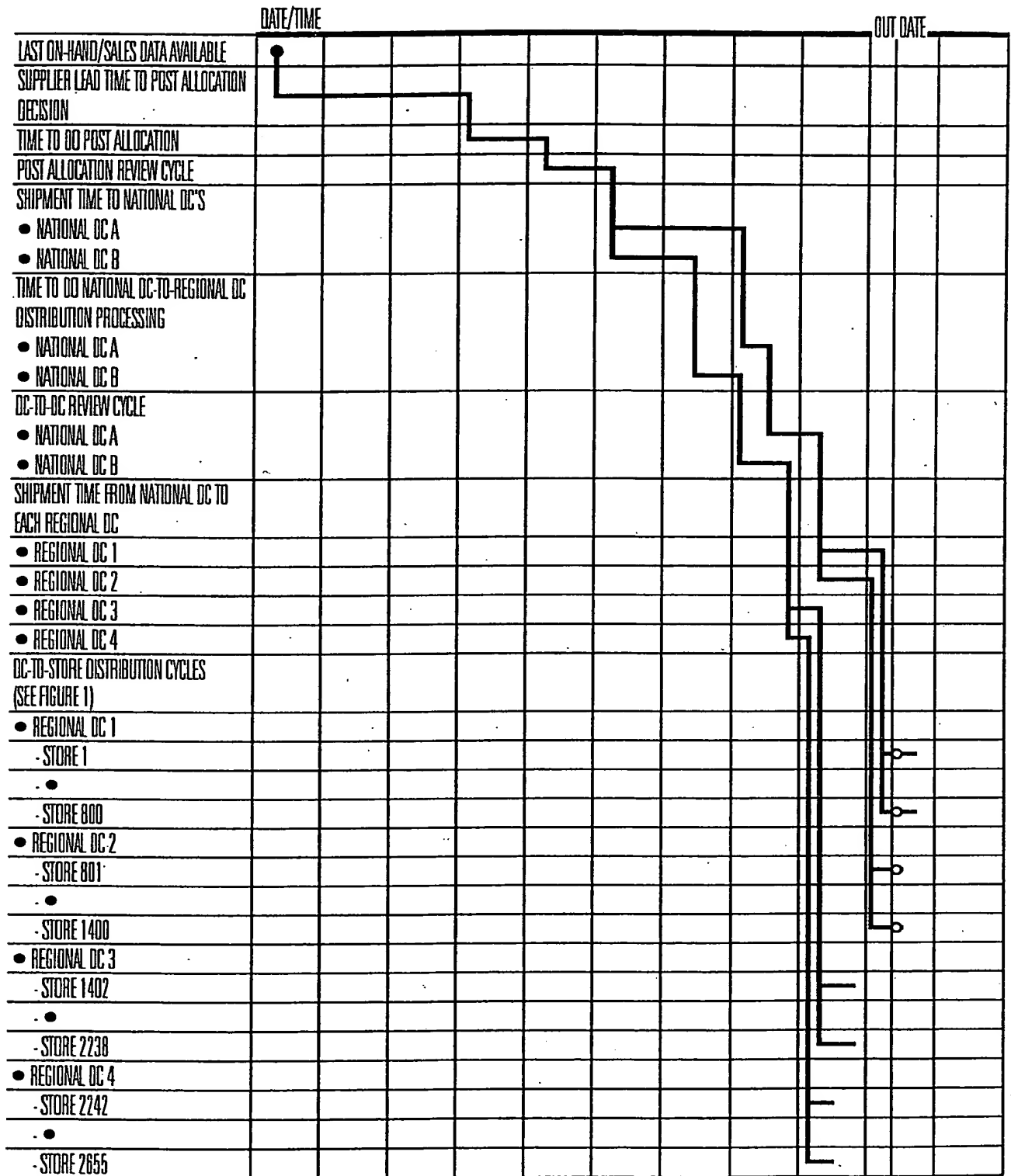
FIG. 31

**ON HAND OVERSTOCK CORRECTION EXAMPLE - TWO STORES**

COVERAGE CYCLE	=	17 DAYS																	
COVERAGE CYCLE FORECAST SALES	=	25 UNITS (PRE STOCKOUT CORRECTION)																	
STORE STARTING ON HAND	=	5 UNITS																	
STORE STARTING INTRANSIT	=	0 UNITS																	
	DAY																		
	0	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	TOTAL
STORE 1																			
ON HAND (END OF DAY)	5	4	3	2	1	0	0	0	0	0	0	0	++	++	++	++	++	++	
INTRANSIT (END OF DAY)	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
DISTRIBUTION ARRIVAL (BEGINNING OF DAY)												XX							
FORECAST SALES (100% INSTOCK)		1	1	1	1	1	1	2	2	2	2	3	3	1	1	1	1	1	25
FORECAST SALES (STOCKOUT CORRECTED)		1	1	1	1	1	0	0	0	0	0	3	3	1	1	1	1	1	16
STORE 2																			
ON HAND (END OF DAY)	45	44	43	42	41	40	39	37	35	33	31	28	25	24	23	22	21	20	
INTRANSIT (END OF DAY)	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
DISTRIBUTION ARRIVAL (BEGINNING OF DAY)												XX							
FORECAST SALES (100% INSTOCK)		1	1	1	1	1	1	2	2	2	2	3	3	1	1	1	1	1	25
FORECAST SALES (STOCKOUT CORRECTED)		1	1	1	1	1	1	2	2	2	2	3	3	1	1	1	1	1	25
TOTAL																			
ON HAND (END OF DAY)	50																		

**FIG. 32**

FIG. 33



ORDER PIPELINE  
COVERAGE  
CYCLE

POST ALLOCATION  
COVERAGE CYCLES

NATIONAL DC  
DISTRIBUTION  
COVERAGE  
CYCLES

DC-TO-STORE COVERAGE CYCLES

FIG. 33

TOE 20" 55250660

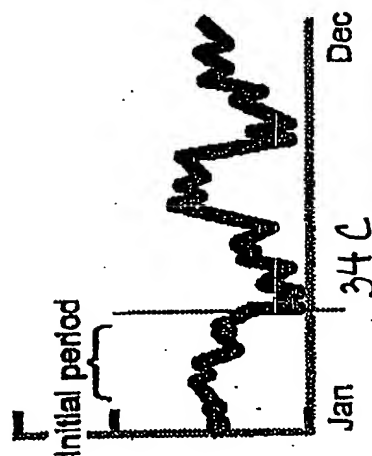
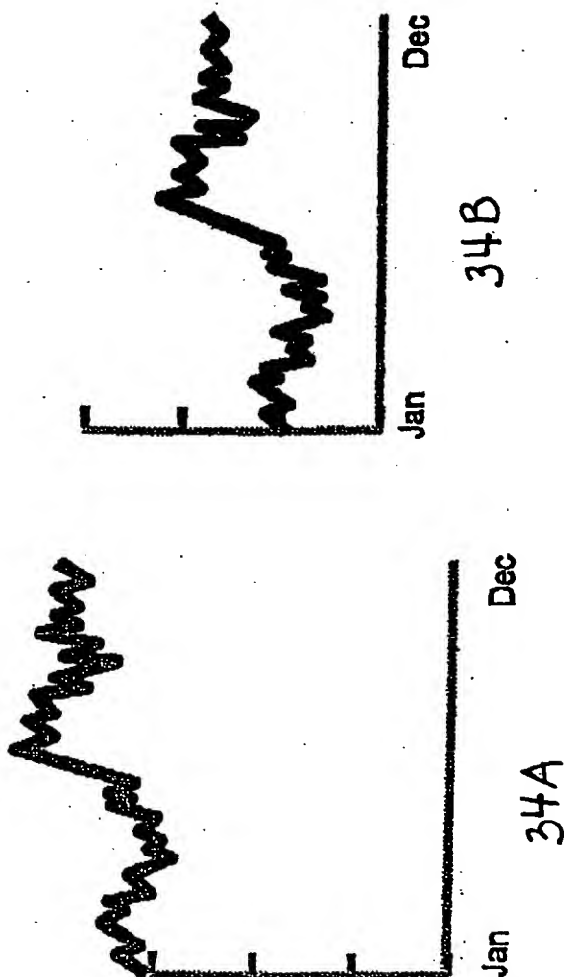


Figure 34

Figure 36

3605

Item Identifier	Location Identifier	Presentation Quantity	Start Date	End Date
921	301	5	10/12/2000	11/1/2000
921	302	6	10/12/2000	11/1/2000
921	303	8	10/12/2000	11/1/2000
921	304	5	10/12/2000	11/1/2000
921	305	5	10/12/2000	11/1/2000
922	301	8	10/12/2000	11/1/2000
922	302	9	10/12/2000	11/1/2000
922	303	11	10/12/2000	11/1/2000
922	304	8	10/12/2000	11/1/2000
922	305	8	10/12/2000	11/1/2000
.	.	.	.	.
.	.	.	.	.
.	.	.	.	.
102490	305	15	2/9/2001	3/1/2001

3602

3603

3608

3625

T0E720" 55250660

Figure 37

3605

3625

3606

3608

Item Identifier	Location Identifier	Date range identifier			
		10/12/2000 - 11/1/2000	11/2/2000 - 11/14/2000	11/15/2000 - 11/24/2000	
921	301	5	10	12	
921	302	6	11	9	
921	303	8	13	11	
921	304	5	10	15	
921	305	5	10	12	
922	301	8	13	18	
922	302	9	14	19	
922	303	11	16	18	
922	304	8	13	23	
922	305	8	13	11	
.	.	.	.	.	
.	.	.	.	.	
.	.	.	.	.	
102490	305	15	20	31	

TUE 20 55250660

Figure 38

Fixture Identifier	Item Identifier	Date range Identifier			
		10/12/2000 - 11/7/2000	11/7/2000 - 11/15/2000	11/15/2000 - 11/24/2000	11/24/2000 - 12/1/2000
table 1	921	5	10	12	6
table 1	922	3	8	11	13
table 1	102490	8	12	22	9
table 1a	921	6	11	13	13
table 1a	922	3	8	11	13
table 1a	102490	15	20	31	31
table 2	921	8	13	11	13
table 2	922	3	8	11	13
table 2	102490	15	20	31	31
wall 56	921	6	11	13	13
wall 56	102490	15	20	31	31

Location Identifier	table 1	table 1a	table 2	wall 56
301	1	0	0	1
302	0	1	0	1
303	0	1	1	0
304	0	1	0	1
305	0	0	0	0

Location Identifier	table 1	table 1a	table 2	wall 56
301	1	0	0	1
302	0	1	0	1
303	0	1	1	0
304	0	1	0	1
305	0	0	0	0

Figure 39

Fixture Identifier:				
Table 1				
Item Identifier	10/12/2000 - 11/1/2000	11/1/2000 - 11/15/2000	11/15/2000 - 11/24/2000	
821	5	10	12	
822	3	8	8	
849	8	12	22	

3605

3609a

3620

3606

3608

3625

Fixture Identifier:				
Table 1a				
Item Identifier	10/12/2000 - 11/1/2000	11/1/2000 - 11/15/2000	11/15/2000 - 11/24/2000	
821	6	11	9	
822	3	8	13	
849	15	20	31	

3609b

Fixture Identifier:				
Table 2				
Item Identifier	10/12/2000 - 11/1/2000	11/1/2000 - 11/15/2000	11/15/2000 - 11/24/2000	
821	8	13	11	
822	3	8	19	
849	15	20	31	

3609c

Fixture Identifier:				
Table 56				
Item Identifier	10/12/2000 - 11/1/2000	11/1/2000 - 11/15/2000	11/15/2000 - 11/24/2000	
102310	8	11	13	
102490	15	20	31	

3609d

Location Identifier			
Table 1	Table 1a	Table 2	Table 56
301	0	0	1
302	1	0	1
303	0	1	0
304	0	1	0
305	0	0	1

3651

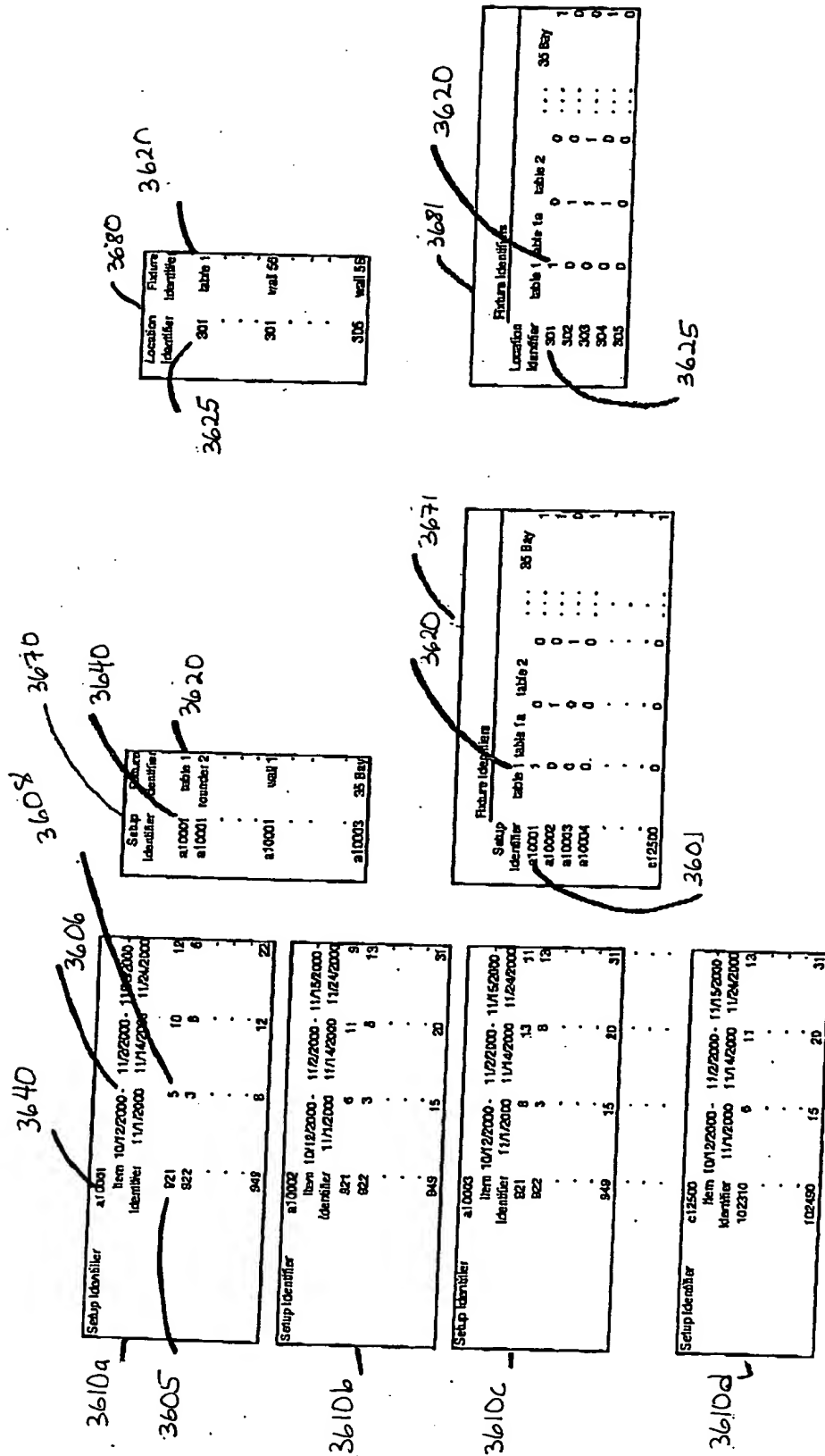
3620

Location Identifier			
Table 1	Table 1a	Table 2	Table 56
301	0	0	1
302	1	0	1
303	0	1	0
304	0	1	0
305	0	0	1

3625

3620

FIGURE 40



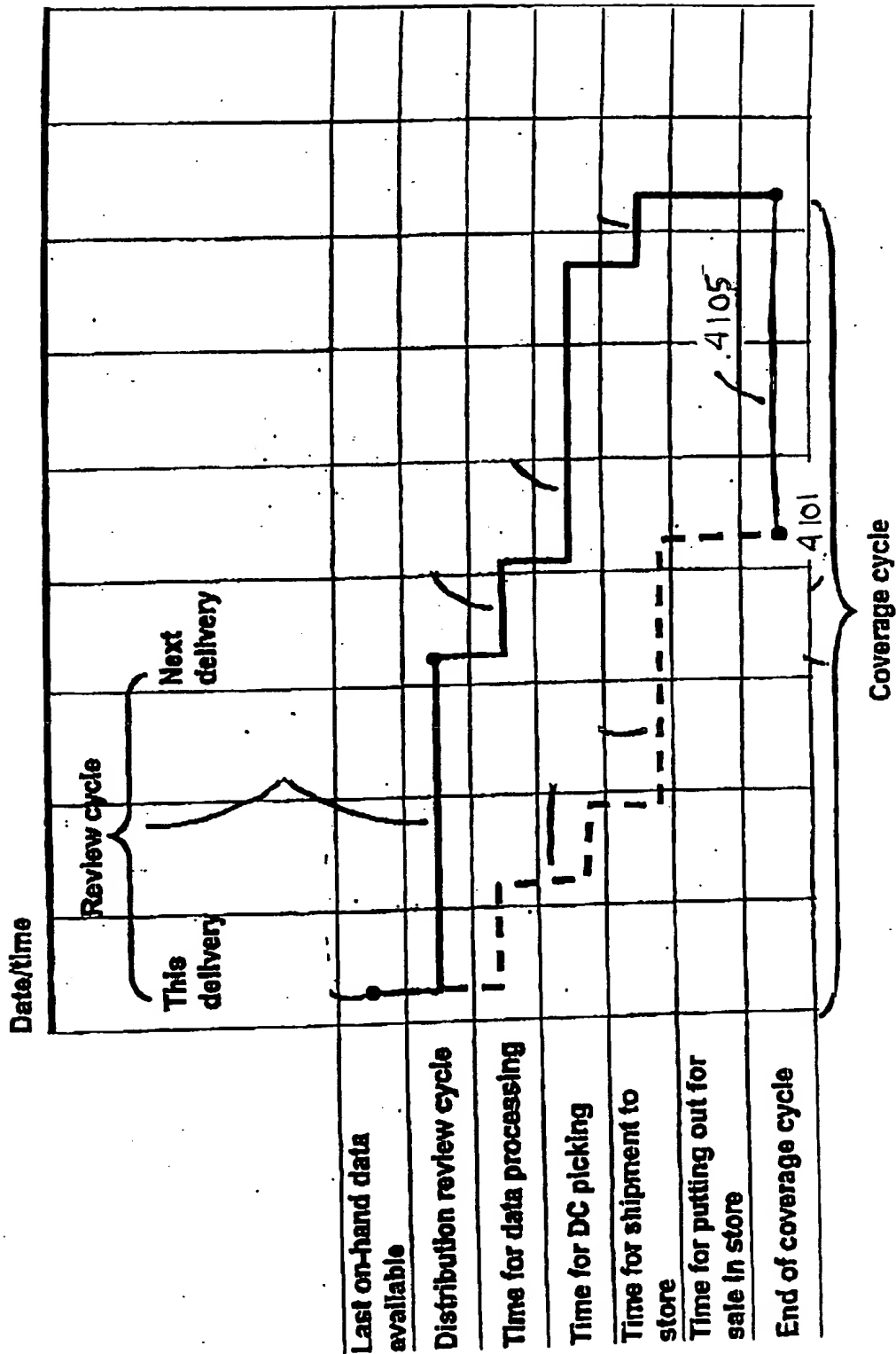
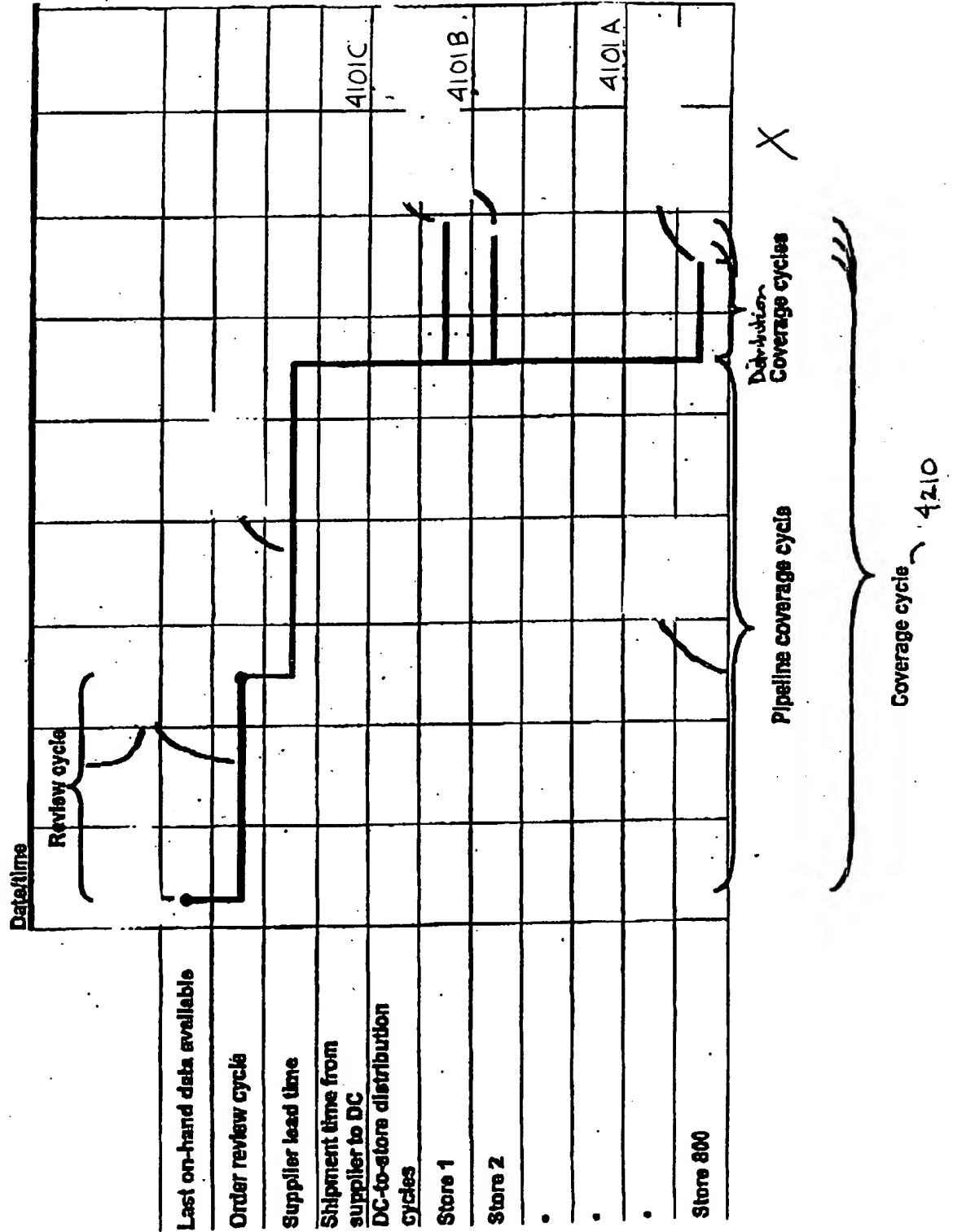


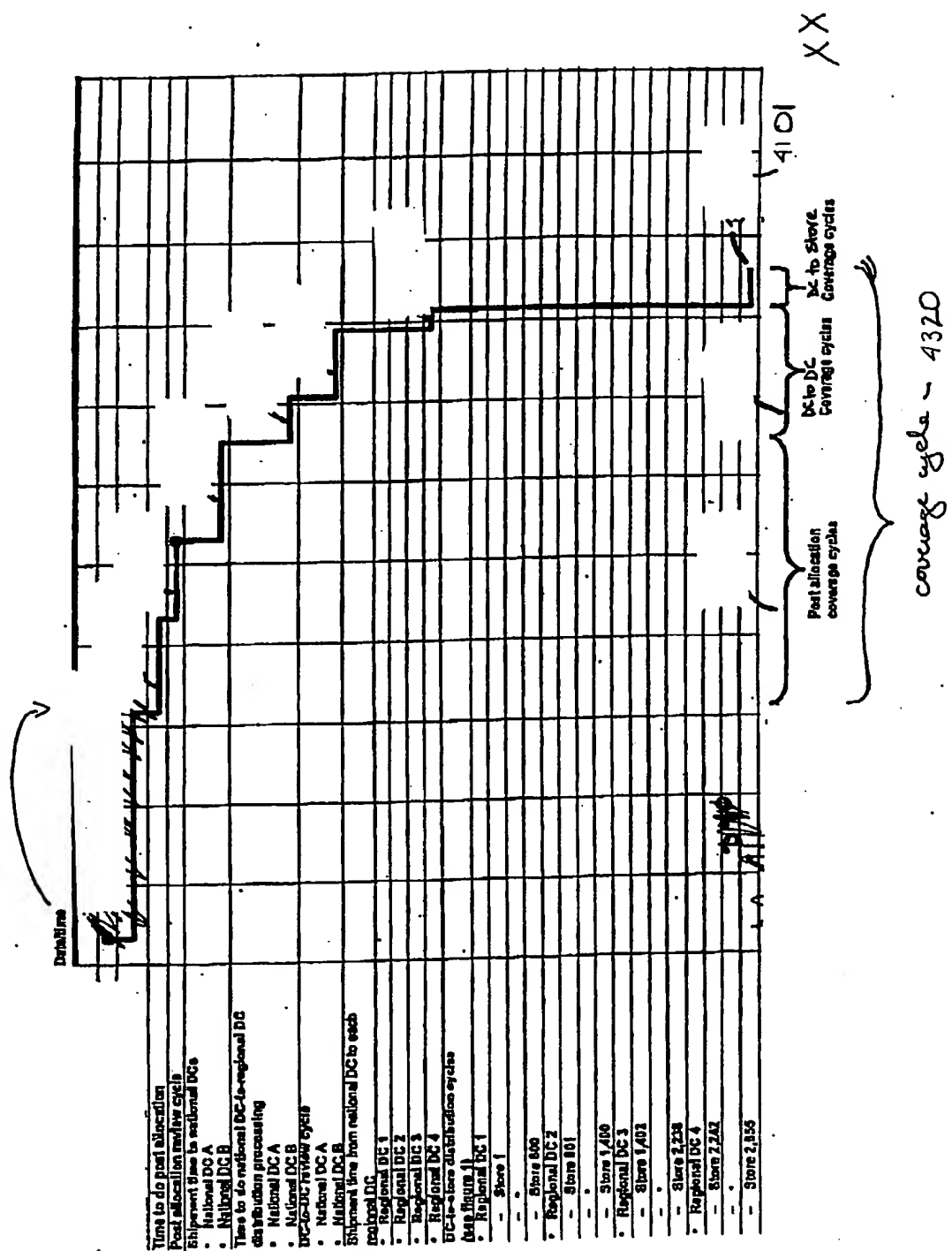
FIGURE 42

Figure 42



FOE F 20 55250660

Figure 43



OTB DEPARTMENT REPORT  
Activity: Class 0053  
UserID: 'RAYL'  
Report date: 8/8/2000

Month	BOM Inventory (dollars)	Film Receipts (dollars)	Permanent Markdowns (dollars)	Promotional Discounts (dollars)	SRP Change (dollars)	Other Discounts (dollars)	Sales (dollars)	EOM Inventory (dollars)	Inventory Budget (dollars)	Actual OTB (dollars)
August-00	\$8,631,569	\$1,734,905	\$0	\$24,390	\$0	\$3,021	\$1,494,350	\$8,844,733	\$8,871,030	\$26,297
September-00	\$8,844,733	\$1,581,986	\$0	\$20,897	\$0	\$4,032	\$1,759,694	\$8,642,097	\$8,935,700	\$293,603
October-00	\$8,642,097	\$592,218	\$8,900	\$10,982	-\$50,235	\$2,109	\$1,683,099	\$7,579,459	\$9,353,890	\$1,774,431
November-00	\$7,579,459	\$435,480	\$13,500	\$20,893	\$0	\$4,875	\$1,713,946	\$6,261,726	\$9,875,040	\$3,613,314
December-00	\$6,261,726	\$0	\$59,803	\$30,235	\$0	\$6,054	\$2,306,772	\$3,858,861	\$9,104,530	\$5,245,669
January-01	\$3,858,861	\$0	\$4,031	\$0	\$0	\$2,971	\$1,801,433	\$2,050,426	\$9,012,500	\$6,962,074
February-01	\$9,264,921	\$0	\$15,092	\$24,874	\$0	\$2,391	\$1,627,106	\$9,284,159	\$9,324,000	\$8,943,038
March-01	\$9,326,516	\$0	\$0	\$0	\$0	\$3,243	\$1,801,438	\$9,370,479	\$9,245,000	\$9,245,000
April-01	\$9,373,722	\$0	\$0	\$9,086	\$0	\$2,165	\$1,743,327	\$9,440,653	\$9,378,600	\$9,378,600
May-01	\$9,451,904	\$0	\$0	\$0	\$0	\$3,198	\$1,801,438	\$9,569,508	\$9,458,900	\$9,458,900
June-01	\$9,572,706	\$0	\$31,093	\$12,094	\$0	\$2,358	\$1,743,327	\$9,259,896	\$9,210,020	\$9,210,020
July-01	\$9,305,439	\$0	\$0	\$0	\$0	\$2,642	\$1,801,438	\$9,171,738	\$9,198,000	\$9,198,000
	4420	4421	4422	4423	4424	4425	4426	4427	4428	4429

Figure 44

Activity:	Class 0053	Month	SKU number	SKU Description	Actual BOM Inventory (dollars)	Stat BOM Inventory (dollars)	Firm Receipts (dollars)	Notional Receipts (dollars)	Permanent Markdowns (dollars)	Promotional Discounts (dollars)	SRP Change (dollars)
UserID: "RAYL"		August-00	90421	15 - 34 Mens White Pinpoint Oxford Shirt	\$198,527	\$198,527	\$40,594	\$0	\$0	\$561	\$0
Report date: 8/6/2000		September-00	90421	15 - 34 Mens White Pinpoint Oxford Shirt	\$204,120	\$204,120	\$41,756	\$0	\$0	\$481	\$0
		October-00	90421	15 - 34 Mens White Pinpoint Oxford Shirt	\$204,830	\$204,830	\$45,287	\$0	\$205	\$253	-\$1,155
		November-00	90421	15 - 34 Mens White Pinpoint Oxford Shirt	\$212,055	\$212,055	\$0	\$44,244	\$311	\$0	\$0
		December-00	90421	15 - 34 Mens White Pinpoint Oxford Shirt	\$171,731	\$215,975	\$0	\$28,019	\$1,375	\$481	\$0
		January-01	90421	15 - 34 Mens White Pinpoint Oxford Shirt	\$116,465	\$188,729	\$0	\$34,967	\$93	\$695	\$0
		February-01	90421	15 - 34 Mens White Pinpoint Oxford Shirt	\$74,871	\$182,102	\$0	\$38,840	\$347	\$572	\$0
		March-01	90421	15 - 34 Mens White Pinpoint Oxford Shirt	\$36,473	\$182,544	\$0	\$42,519	\$0	\$0	\$0
		April-01	90421	15 - 34 Mens White Pinpoint Oxford Shirt	\$0	\$183,558	\$0	\$41,895	\$0	\$209	\$0
		May-01	90421	15 - 34 Mens White Pinpoint Oxford Shirt	\$0	\$185,085	\$0	\$44,212	\$0	\$0	\$0
		June-01	90421	15 - 34 Mens White Pinpoint Oxford Shirt	\$0	\$187,800	\$0	\$33,948	\$715	\$278	\$0
		July-01	90421	15 - 34 Mens White Pinpoint Oxford Shirt	\$0	\$180,605	\$0	\$38,419	\$0	\$0	\$0
		4510	4501	4502	4511	4512	4513	4514	4515	4516	4517

[illegible]

### Figure 45

OTB DEPARTMENT REPORT  
 Activity: Class 0053  
 UserID: 'RAYL'  
 Report date: 9/6/2000

Month	Actual BOM Inventory (dollars)	Stat BOM Inventory (dollars)	Firm Receipts (dollars)	Notional Receipts (dollars)	Permanent Markdowns (dollars)	Promotional Discounts (dollars)	SRP Change (dollars)	Other Discounts (dollars)
August-00	\$8,631,589	\$8,631,589	\$1,734,905	\$30,038	\$0	\$24,390	\$0	\$3,021
September-00	\$8,844,733	\$8,874,769	\$1,581,986	\$233,501	\$0	\$20,897	\$0	\$4,032
October-00	\$8,642,097	\$8,905,633	\$592,218	\$1,407,321	\$8,900	\$10,982	-\$50,235	\$2,109
November-00	\$7,579,459	\$9,250,317	\$435,480	\$1,488,193	\$13,500	\$20,893	\$0	\$4,875
December-00	\$6,261,726	\$9,420,776	\$0	\$1,218,220	\$59,803	\$30,235	\$0	\$6,054
January-01	\$3,858,861	\$8,236,131	\$0	\$1,520,318	\$4,031	\$0	\$0	\$2,871
February-01	\$2,050,426	\$7,948,014	\$0	\$1,888,701	\$15,092	\$24,874	\$0	\$2,391
March-01	\$380,964	\$7,967,252	\$0	\$1,848,645	\$0	\$0	\$0	\$3,243
April-01	\$0	\$8,011,216	\$0	\$1,821,510	\$0	\$9,086	\$0	\$2,165
May-01	\$0	\$8,078,147	\$0	\$1,922,240	\$0	\$0	\$0	\$3,198
June-01	\$0	\$8,195,751	\$0	\$1,476,060	\$31,093	\$12,094	\$0	\$2,358
July-01	\$0	\$7,882,940	\$0	\$1,670,380	\$0	\$0	\$0	\$2,642
4/610	4/611	4/612	4/613	4/614	4/615	4/616	4/617	4/618

Sales (dollars)	Actual EOM Inventory (dollars)	Stat EOM Inventory (dollars)	Inventory Budget (dollars)	Actual OTB (dollars)	Statistical OTB (dollars)	Lost Sales (dollars)	Statistical Overstock With PO (dollars)	Statistical Overstock Above MOQ (dollars)
\$1,494,350	\$8,844,733	\$8,874,769	\$8,871,030	\$26,297	-\$3,739	\$176,443	\$2,780,855	\$428,819
\$1,759,694	\$8,642,097	\$8,905,633	\$8,935,700	\$293,803	\$30,087	\$188,078	\$2,864,784	\$531,986
\$1,683,099	\$7,579,459	\$9,250,317	\$9,353,890	\$1,774,431	\$103,573	\$131,064	\$2,873,907	\$357,218
\$1,713,946	\$6,261,726	\$9,420,776	\$9,875,040	\$3,613,314	\$454,264	\$20,712	\$2,573,306	\$215,480
\$2,308,772	\$3,858,861	\$8,236,131	\$9,104,530	\$5,245,669	\$888,399	\$1,781	\$2,244,494	\$125,289
\$1,801,433	\$2,050,426	\$7,948,014	\$9,012,500	\$6,962,074	\$1,064,486	\$6	\$2,408,190	\$87,930
\$1,627,106	\$380,964	\$7,967,252	\$9,324,000	\$8,943,036	\$1,356,748	\$0	\$2,412,804	\$0
\$1,801,438	\$0	\$8,011,216	\$9,245,000	\$9,245,000	\$1,233,784	\$0	\$2,369,028	\$0
\$1,743,327	\$0	\$8,078,147	\$9,378,600	\$9,378,600	\$1,300,453	\$0	\$2,443,946	\$0
\$1,801,438	\$0	\$8,195,751	\$9,458,900	\$8,458,900	\$1,263,149	\$0	\$2,561,743	\$0
\$1,743,327	\$0	\$7,882,940	\$9,210,020	\$9,210,020	\$1,327,080	\$0	\$2,298,082	\$0
\$1,801,438	\$0	\$7,749,240	\$9,198,000	\$9,198,000	\$1,448,760	\$0	\$2,170,372	\$0
4/619	4/620	4/621	4/622	4/623	4/624	4/625	4/626	4/627

Figure 4.6

TOTAL 35250660

OTB DEPARTMENT REPORT  
Activity: Class 0053  
UserID: 'RAYL'  
Report date: 8/6/2000

Month	BOM Inventory (dollars)	Firm Receipts (dollars)	Notional Receipts (dollars)	Permanent Markdowns (dollars)	Promotional Discounts (dollars)	SRP Change (dollars)	Other Discounts (dollars)	Sales (dollars)
August-00	\$8,631,569	\$1,734,905	\$30,036	\$0	\$24,390	\$0	\$3,021	\$1,484,350
September-00	\$8,874,769	\$1,581,988	\$233,501	\$0	\$20,897	\$0	\$4,032	\$1,759,894
October-00	\$8,905,633	\$592,218	\$1,407,321	\$8,900	\$10,892	-\$50,235	\$2,109	\$1,683,099
November-00	\$9,250,317	\$435,480	\$1,488,193	\$13,500	\$20,893	\$0	\$4,875	\$1,713,946
December-00	\$9,420,776	\$0	\$1,218,220	\$59,803	\$30,235	\$0	\$8,054	\$2,308,772
January-01	\$8,238,131	\$0	\$1,520,318	\$4,031	\$0	\$0	\$2,971	\$1,801,433
February-01	\$7,948,014	\$0	\$1,688,701	\$15,092	\$24,874	\$0	\$2,391	\$1,627,106
March-01	\$7,967,252	\$0	\$1,948,645	\$0	\$0	\$0	\$3,243	\$1,801,438
April-01	\$8,011,216	\$0	\$1,821,510	\$0	\$9,088	\$0	\$2,185	\$1,743,327
May-01	\$8,078,147	\$0	\$1,922,240	\$0	\$0	\$0	\$3,188	\$1,801,438
June-01	\$8,195,751	\$0	\$1,478,060	\$31,093	\$12,084	\$0	\$2,358	\$1,743,327
July-01	\$7,882,940	\$0	\$1,670,380	\$0	\$0	\$0	\$2,642	\$1,801,438

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EOM Inventory (dollars)	Inventory Budget (dollars)	Actual OTB (dollars)	Statistical OTB (dollars)	Lost Sales (dollars)	Statistical Overstock (dollars)	Statistical Overstock With PO (dollars)	Statistical Overstock Above MOQ (dollars)	Statistical Overstock Above MOQ with PO (dollars)
\$8,874,769	\$8,871,030	\$26,297	-\$3,739	\$176,443	\$2,780,855	\$484,905	\$426,819	\$170,728
\$8,905,633	\$8,935,700	\$293,603	\$30,067	\$188,078	\$2,884,784	\$531,986	\$617,647	\$308,823
\$9,250,317	\$9,353,890	\$1,774,431	\$103,573	\$131,064	\$2,673,907	\$357,218	\$210,759	\$117,088
\$9,420,776	\$9,875,040	\$3,613,314	\$454,284	\$20,712	\$2,573,308	\$215,480	\$94,539	\$52,522
\$8,238,131	\$9,104,530	\$5,245,669	\$868,399	\$1,781	\$2,244,494	\$125,289	\$92,350	\$62,765
\$7,948,014	\$9,012,500	\$6,962,074	\$1,064,486	\$6	\$2,406,180	\$87,930	\$46,449	\$25,805
\$7,967,252	\$9,324,000	\$8,943,036	\$1,356,748	\$0	\$2,412,804	\$0	\$0	\$0
\$8,011,216	\$9,245,000	\$9,245,000	\$1,233,784	\$0	\$2,369,028	\$0	\$0	\$0
\$8,078,147	\$9,378,600	\$9,378,600	\$1,300,453	\$0	\$2,443,948	\$0	\$0	\$0
\$8,195,751	\$9,458,900	\$9,458,900	\$1,263,149	\$0	\$2,561,743	\$0	\$0	\$0
\$7,882,940	\$9,210,020	\$9,210,020	\$1,327,080	\$0	\$2,298,062	\$0	\$0	\$0
\$7,749,240	\$9,198,000	\$9,198,000	\$1,448,760	\$0	\$2,170,372	\$0	\$0	\$0

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Figure 47

TOTAL: 33250650

OTB DEPARTMENT REPORT  
Activity: IBS Dept 12 OTB  
UserID: 'AP01C'  
Report date: 5/5/2001

Fiscal Year	Fiscal Month	BOM Inventory (dollars)	Firm Receipts (dollars)	Notional Receipts (dollars)	PERM Markdown (dollars)	Promo Discount (dollars)	Other Change (dollars)	SRP Change (dollars)	Production Need (dollars)	Change In Total Unfilled Production Need (dollars)
2002	3	\$14,743,015	\$2,557,658	\$0	\$0	\$21,558	\$0	\$0	\$183,322	\$0
2002	4	\$14,071,372	\$2,566,047	\$0	\$318,663	\$91,417	\$0	\$0	\$202,332	\$83,293
2002	5	\$12,470,927	\$5,878,282	\$1,600,224	\$0	\$150,951	\$0	\$0	\$789,079	\$-34,404
2002	6	\$15,559,873	\$1,698,072	\$1,133,130	\$0	\$49,631	\$0	\$0	\$1,956,573	\$-48,889
2002	7	\$12,487,152	\$581,180	\$1,957,469	\$0	\$59,185	\$0	\$0	\$698,698	\$0
2002	8	\$11,273,057	\$1,055,532	\$2,401,040	\$0	\$10,756	\$0	\$0	\$0	\$0
2002	9	\$11,858,582	\$353,820	\$3,787,586	\$0	\$13,369	\$0	\$0	\$0	\$0
2002	10	\$12,787,073	\$353,820	\$3,914,370	\$0	\$28,868	\$0	\$0	\$0	\$0
2002	11	\$11,288,697	\$353,820	\$3,132,084	\$0	\$763	\$0	\$0	\$0	\$0
2002	12	\$12,119,963	\$250,140	\$2,912,406	\$0	\$0	\$0	\$0	\$0	\$0
2003	1	\$11,732,325	\$0	\$1,887,760	\$0	\$0	\$0	\$0	\$0	\$0
2003	2	\$11,078,576	\$0	\$2,558,016	\$0	\$0	\$0	\$0	\$0	\$0
										4840
										4841

Statistical Overstock (dollars)	Statistical Above MOQ (dollars)	Available Statistical Overstock (dollars)
\$1,203,852	\$0	\$0
\$839,028	\$0	\$0
\$521,989	\$0	\$0
\$320,984	\$0	\$0
\$220,897	\$0	\$0
\$18,984	\$0	\$0
\$1,003	\$0	\$0
\$59	\$0	\$0
\$0	\$0	\$0
\$0	\$0	\$0
\$0	\$0	\$0
\$0	\$0	\$0

Lost Sales (dollars)	Total Unfilled Production Need (dollars)
\$206,608	\$0
\$80,258	\$83,293
\$42,402	\$48,889
\$128,337	\$0
\$77,950	\$0
\$284,635	\$0
\$151,491	\$0
\$63	\$0
\$24	\$0
\$28	\$0
\$27	\$0
\$27	\$0

Present Inventory Budget (dollars)	Actual OTB (dollars)	Stat OTB (dollars)
\$14,000,000	-\$71,372	-\$71,372
\$12,200,000	-\$270,927	-\$270,927
\$15,800,000	-\$1,360,097	\$240,127
\$12,200,000	-\$3,030,506	-\$297,152
\$11,400,000	-\$4,563,880	\$126,943
\$12,000,000	-\$6,950,446	\$141,418
\$13,000,000	-\$10,946,522	\$212,927
\$11,500,000	-\$11,146,522	\$213,303
\$12,300,000	\$12,080,000	\$180,037
\$11,900,000	\$11,735,000	\$167,675
\$11,300,000	\$11,251,000	\$223,424
\$11,300,000	\$11,279,890	\$298,189

All Stores Sales (dollars)	Revenue Budget (dollars)	Inventory at End (dollars)
\$2,973,852	\$2,816,928	\$14,071,372
\$3,639,373	\$2,432,187	\$12,470,927
\$3,416,106	\$2,517,575	\$15,559,873
\$3,838,831	\$2,905,285	\$12,487,152
\$2,983,861	\$1,939,876	\$11,273,057
\$2,860,291	\$1,976,235	\$11,858,582
\$3,179,547	\$3,399,624	\$12,787,073
\$5,739,698	\$6,804,840	\$11,288,697
\$2,651,875	\$1,956,154	\$12,119,963
\$3,550,184	\$2,724,119	\$11,732,325
\$2,643,510	\$0	\$11,078,576
\$2,632,780	\$0	\$11,001,811

Figure 48

Figure 49

4901 → Date

	3/4/2001	3/5/2001	3/6/2001	3/7/2001	3/8/2001	3/9/2001	3/10/2001	3/11/2001	3/12/2001	3/13/2001	3/14/2001	3/15/2001	3/16/2001	3/17/2001	3/18/2001	3/19/2001	3/20/2001
4905 → Actual unit sales	10	10	10	10	10												
4910 → Projected unit sales					10	10	10	10	8	8	8	8	8	8	8	8	8
4915 → Cannibalization date									yes								
4920 → Cannibalization factor									-0.2								

4930

Figure 50

5001 → Date

	3/4/2001	3/5/2001	3/6/2001	3/7/2001	3/8/2001	3/9/2001	3/10/2001	3/11/2001	3/12/2001	3/13/2001	3/14/2001	3/15/2001	3/16/2001	3/17/2001	3/18/2001	3/19/2001	3/20/2001
5005 → Actual unit sales	10	10	10	10	10												
5010 → Projected unit sales						10	10	10	8	8	8	8	6	6	6	6	6
5015 → Cannibalization date									yes				yes				
5020 → Cannibalization factor									-0.2				-0.25				

5030 5040

	3/4/2001	3/5/2001	3/6/2001	3/7/2001	3/8/2001	3/9/2001	3/10/2001	3/11/2001	3/12/2001	3/13/2001	3/14/2001	3/15/2001	3/16/2001	3/17/2001	3/18/2001	3/19/2001	3/20/2001
5101 → Date																	
5105 → Actual unit sales	10	10	10	10	10												
5110 → Projected unit sales					10	10	10	10	8	8	8	8	12	12	12	12	12
5115 → Cannibalization date									yes				yes				
5120 → Cannibalization factor									-0.2				0.5				

5201 → Date	3/4/2001	3/5/2001	3/6/2001	3/7/2001	3/8/2001	3/9/2001	3/10/2001	3/11/2001	3/12/2001	3/13/2001	3/14/2001	3/15/2001	3/16/2001	3/17/2001	3/18/2001	3/19/2001	3/20/2001
5205 → Actual unit sales	10	10	10	10	10	10	10	10	8	8							
5206 → Past unit sales																	
5206 → cannibalization adjustment	-2	-2	-2	-2	-2	-2	-2	-2									
5210 → Projected unit sales											8	8	8	8	8	8	8
5215 → Cannibalization date									yes								
5220 → Cannibalization factor									-0.2								

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Figure 53

5301 → Date

5305 → Actual unit sales  
Past unit sales

5306 → cannibalization  
adjustment

5310 → Projected unit sales

5315 → Cannibalization date

5320 → Cannibalization factor

5301 → Date	5305 → Actual unit sales Past unit sales	5306 → cannibalization adjustment	5310 → Projected unit sales	5315 → Cannibalization date	5320 → Cannibalization factor
3/4/2001	10	-4			
3/5/2001	10	-4			
3/6/2001	10	-4			
3/7/2001	10	-4			
3/8/2001	10	-4			
3/9/2001	10	-4			
3/10/2001	10	-4			
3/11/2001	10	-4			
3/12/2001	8	-2		yes	-0.2
3/13/2001	8	-2			
3/14/2001	8	-2			
3/15/2001	8	-2			
3/16/2001	6			yes	-0.25
3/17/2001	6				
3/18/2001					
3/19/2001					
3/20/2001					

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Figure 54

5401 → Date

5405 → Actual unit sales  
Past unit sales

5406 → cannibalization  
adjustment

5410 → Projected unit sales

5415 → Cannibalization date

5420 → Cannibalization factor

5401 → Date	5405 → Actual unit sales Past unit sales	5406 → cannibalization adjustment	5410 → Projected unit sales	5415 → Cannibalization date	5420 → Cannibalization factor
3/4/2001	10	-2			
3/5/2001	10	-2			
3/6/2001	10	-2			
3/7/2001	10	-2			
3/8/2001	10	-2			
3/9/2001	10	-2			
3/10/2001	10	-2			
3/11/2001	10	-2			
3/12/2001	8			yes	-0.2
3/13/2001	8				
3/14/2001			8		
3/15/2001			8		
3/16/2001			6	yes	-0.25
3/17/2001			6		
3/18/2001			6		
3/19/2001			6		
3/20/2001			6		

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